The National
COOPERS' JOURNAL
DEVOTED TO THE COOPERAGE INDUSTRY

A paper of great value to all stave, hoop, heading and liner manufacturers; to all makers and users of barrels, kegs, casks, tubs, pails, machinery and mill supplies.

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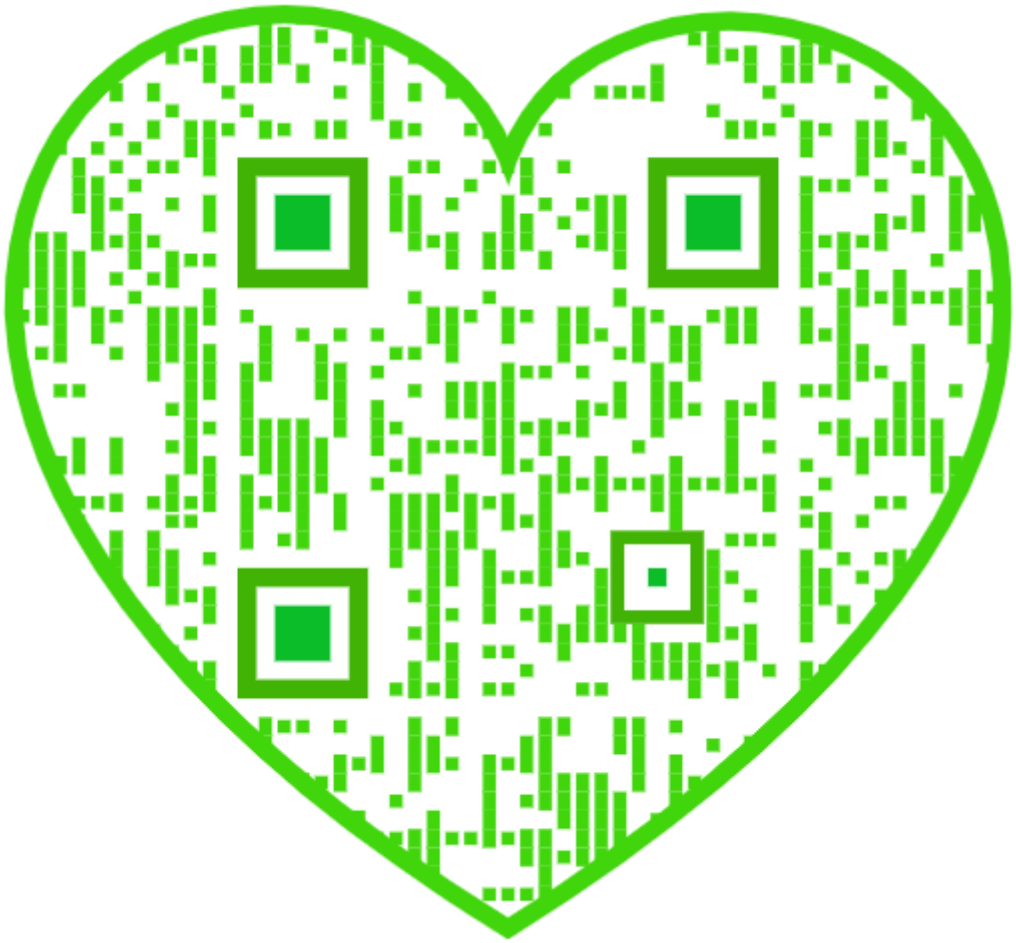

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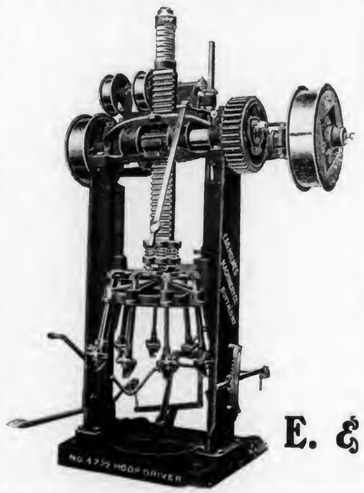

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VACUUM DRIED STAVES

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Each stave is uniformly dried and absolutely free from stain or mold—BETTER STAVES IN EVERY WAY.

We can make shipment of orders for special stock within two days if required.

A total manufacturing capacity of 360,000 slack barrel staves a day guarantees the best possible service to our customers.

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Any size Heading from 12 inches to 24 inches

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Satisfaction Guaranteed

Matched Cars

We manufacture
Slack Barrel Staves Hoops Heading

Cottonwood Staves are **our specialty,** but we can supply all kinds of slack cooperage stock.

Quality Plus

The

W. M. Davis Stave Company

Memphis, Tennessee

SLACK BARRELS

that are distinguished by a marked superiority of manufacture and materials

TIGHT KEGS

that deliver their contents in perfect order and command the confidence of careful shippers.

Our APPLE BARREL STOCK has won a national reputation for quality and value.

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KILN-DRIED PINE AND GUM HEADING

18-in. Chamfered and Crozed Keg Staves

Our stock conforms to the highest "Quality" Standards

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Slack Cooperage Plants and Sales office,

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AIR DRIED & LISTED WHITE OAK, RED OAK, GUM, ASH & CYPRESS STAVES

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Slack Barrel Staves, Elm Hoops
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Enormous Factory Capacity
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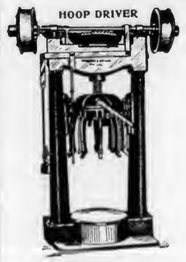

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A New Device for Reconditioning Truss Hoops

Overcomes all difficulty in leveling truss hoops and making them true to templet.

Produces a bevel on your truss hoops and effects a perfect circle.

A valuable tool that fills a long-felt need in the cooperage trade.

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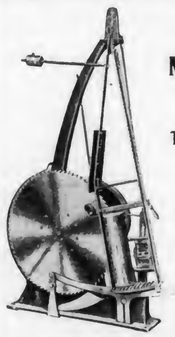

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IMPORTANT ANNOUNCEMENT

On May 31st, 1926, our general offices will be removed from Planters Building, St. Louis, Missouri, to Suite 904-912 McCall Building, Memphis, Tennessee.

THE OZARK COMPANY

T. J. NASH, President
L. M. PRESTON, Vice-President
H. F. NELSON, Secy.-Treasurer

REMOVING SINGLE BARREL FROM COLUMN

FUNNEL IN PLACE
OPERATOR PUTTING ON HEAD HOOP

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TELESCOPED BARRELS

Saves Storage Space and Freight Costs.

Skilled Labor NOT REQUIRED for Assembling.

These barrels are heated and can be made ready for use by one man at the rate of from 40 to 60 barrels an hour.

Any quality of stock you want can be used in these telescoped barrels from No. 3 grade to the finest of tongued and grooved No. 1.

Write us for prices.

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A Business Builded on Better Quality and Service

Manufacturers of

SLACK STAVES HEADING HOOPS

That meet all specifications — — and a little more

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SLACK COOPERAGE STOCK

Staves 18" to 48"

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HEADING—All Sizes

They made their way the way they're made

The National Coopers' Journal

FORTY-SECOND YEAR | Philadelphia, May, 1926 | $2.00 PER YEAR VOL. XLII, No. 1

Louisville Trade Reports Better Volume

Much Heavier Demand for Barrels and Kegs—Shortage of Thoroughly Dried Stock Holds Barrel Prices Firm—No Change in Keg Prices

A much better volume of immediate shipment business is reported in the local trade. It is claimed that a good many buyers for two or three years have been carrying very light stocks, but appear to be anticipating larger consumption and are sending in orders. Wholesale hardware dealers have been buying more freely and there is a scattered demand coming from retailers. Food products demand is picking up. Oil, with the exception of cottonseed, is not developing much business, but petroleum products look more promising.

Prices Are Firmer

Prices of cooperage, if anything, are a trifle firmer, due to shortage of thoroughly dry cooperage stock and the advanced prices for stock. Some houses are quoting just a trifle higher than they were thirty days ago on barrels, but keg prices are unchanged. In some quotations a nickel is added to previous prices.

Dry Stock Is Scarce

The long period of wet and rainy weather in the South, resulting in a great deal of moisture, has resulted in dry stock being very scarce, the lumber mills as well as stave and heading producers having very little dry stock to offer, while roads are too wet to haul, and it is hard to get logs to mills. Gum material is very scarce, and such as is available is quite wet.

Limited Supply of Gum Staves and Heading

There is a better inquiry reported from package manufacturers for dry cooperage stock, but some houses are hardly making an effort to quote on inquiries, due to shortage of items in demand. It is claimed that there is hardly a market on gum staves and heading, as there is practically nothing being offered. One house reported that on inquiry it had been quoted $1.00 a set for jointed gum staves, as against $1.05 for red oak.

The Tight Stock Market

Red oak oil staves are costing from $55 and up at mill, and white oak around $65 and up to $75 on a mill run basis for June delivery. Red oak circled heading is up a half cent to 42 cents; white oak, up a cent to 44 cents; gum heading, on last quotations, 38 to 39 cents a set.

Present keg and barrel prices on a carlot basis, to which is added ten cents a package in less than carlots, and 25 cents in lots of less than 25, are as follows on this date (April 26th):

	Red Oak Contract	Red Oak Spot	White Oak Contract	White Oak Spot
1 Gal.	$ .63	$ .55	$ .73	$ .60
2 Gal.	.80	.65	.90	.70
3 Gal.	.85	.80	.95	.85
5 Gal.	1.15	1.00	1.25	1.10
10 Gal.	1.55	1.43	1.65	1.53
15 Gal.	1.75	1.60	1.90	1.70
20 Gal.	2.15	1.80	2.30	1.90
25 Gal.	2.25	2.15	2.40	2.30
30 Gal.	2.35	2.25	2.50	2.40
50 6Hp.	3.00	2.90	3.25	3.10
50 8Hp.	3.20	3.10	3.40	3.25

	Spirit Contract	Spirit Spot	Charred Contract	Charred Spot
1 Gal.	$ .95	$ .85	$1.10	$1.00
2 Gal.	1.15	1.00	1.30	1.15
3 Gal.	1.35	1.20	1.50	1.35
5 Gal.	1.90	1.75	2.10	2.00
10 Gal.	2.25	2.10	2.50	2.35
15 Gal.	2.45	2.30	2.70	2.55
20 Gal.	2.90	2.70	3.15	2.95
25 Gal.	3.20	3.10	3.45	3.35
30 Gal.	3.45	3.30	3.70	3.55
50 6Hp.	...	...	...	...
50 8Hp.	5.05	4.90	5.55	5.40

Louisville Cooperage Manufacturers Ship to All Territories

An interesting feature of the present demand for cooperage is reported in the wide territory from which inquiries and some orders are coming. Shipments have been made from Louisville to points in Michigan, Massachusetts, Florida and Utah within the past few days.

Good Strawberry Barrel Demand Anticipated

A very large berry crop appears to be in prospect for Kentucky this year, which will mean a good demand for tight barrels for putting away in cold storage. Berries are sugared down, packed in barrels and held for later production of syrups, preserves, etc.

Potato Crop Forecast Big Slack Barrel Trade

The first crop of potatoes in Kentucky was late in getting planted due to bad weather, cold soil, etc., but prospects are for fair production and some use of slack barrels.

Has Increased Production

Jim Williams, sales manager of the Chess & Wymond Co., reported that starting the middle of April the company had been getting a large volume of business and had materially increased production.

Frank Russell Boomed for Governor

Press reports from eastern Kentucky are mentioning Frank Russell, stave and heading man of Louisville, as a possible candidate for the Republican nomination for Governor of Kentucky. Mr. Russell has been a leader for years past, but has steadfastly refused office other than campaign chairman, or some party post of an honorary kind, he not being interested in any pay positions. However, it is reported that Mr. Russell is not interested in being a candidate, he having frequently held that he was not seeking any office, and didn't want any. Mr. Russell is a very successful business man, who has made a fortune from oil, timber, etc., and who is interested in a number of concerns in Louisville. He would make an excellent Governor and a better U. S. Senator.

Business Is Better

J. N. White, of the Louisville Cooperage Co., reported that business was a trifle better than it had been, but that the company was still quite a way from being busy. Mr. White remarked that general outlook appeared to be somewhat better than it had been.

Al Hays No Longer With Paducah

Al Hayes, formerly of Nashville, who has been sales manager of the Paducah Cooperage Co., at Paducah, Ky., has recently resigned from that company, but is making his headquarters at the First National Bank Building for the time being.

Louisville Cooperage Will Be at the Eleventh Annual

A number of Louisville cooperage men are planning to attend the meeting of the Associated Cooperage Industries of America, at St. Louis, May 3d to 5th. J. N. White and Victor Kaufman will represent the Louisville Cooperage Co., and Jim Williams, Will Wymond, W. A. Watts and C. B. Cunningham will be among those from the Chess & Wymond Company.

G. A. Breaux Makes New Connection

G. A. Breaux, former vice-president of the Ballard & Ballard Co., who resigned active connection with the Louisville mill on February 1st, retaining his interests as stockholder and director, on May 1st becomes president and general manager of the Liberty Mills, of Nashville, Tenn., a plant with capacity of 1,500 barrels of flour a day. The company was reorganized and refinanced about a year ago, after some financial trouble, and is in good shape today. Rogers Caldwell, banker, of Nashville, is vice-president of the company.

U. S. Chamber of Commerce Appoints Permanent Trade Relations Committee

The setting up of machinery for the elimination of trade abuses and uneconomic trade practices, marking a further step toward the eventual self-government of business, was announced recently by the Chamber of Commerce of the United States. The board of directors of the national organization has authorized the appointment of a permanent Committee on Trade Relations to serve as the focussing point for all activities in this direction.

The new committee will comprise representatives of wholesaling, retailing, manufacturing and the consuming public. It will serve in the first instance as a clearing house for information relating to the adjustment of trade disputes and the suppression of trade practices detrimental not only to the merchant and the manufacturer, but to the consuming public.

It is recognized that the first task of the committee will be to promote the setting up of the necessary machinery within the various trades to facilitate the adjustment of disputes between manufacturers, wholesalers and retailers in a particular trade. It will aid in the adjustment of disputes between members of different trades, and eventually, it is expected, will serve as the capstone—or lead to the organization of another committee which will serve the same purpose—in the structure of trade self-regulation.

In a statement explaining the functions of the new committee, Alvin E. Dodd, manager of the Department of Domestic Distribution of the National Chamber, said: "The Joint Trade Relations Committee will be composed of one influential member of each trade. Each of the members of this committee will be the key man in developing in his particular trade a joint trade relations committee to include manufacturers, wholesalers and retailers.

"It is intended that this will be done through associations; but it must be remembered that trade associations usually consist of only manufacturers, or only wholesalers or only retailers, whereas the violations of commercial ethics in the vast majority of instances take place in the dealings between manufacturers and wholesalers or between wholesalers and retailers.

"Ultimately it may be possible, and probably will be possible, to organize a great central clearing house with, perhaps, a central board of conciliation and arbitration for the consideration of general ethical questions and settlement of disputes which are not due to controversies relating only to one trade.

"Most of the disputes arising from unethical competition lie between the manufacturers and wholesalers and retailers of the same commodity. Recognizing this, some of the trades are attempting to set up adjustment machinery, and it will be the primary purpose of the Joint Trade Relations Committee of the National Chamber to assist such undertakings. It is contemplated, of course, that eventually such disputes as arise between trades or the members of different trades shall be adjusted by a general committee which will serve as a common clearing house and that standards of commercial practice will be established for the guidance of all trades."

Briefs of the Chicago Trade

In a call upon the Chicago cooperage trade during April, THE JOURNAL's representative found conditions with manufacturers such as to warrant cheerfulness, so far as future business is concerned.

Members of the trade reported that even though prices were slow in stabilizing and the demand was still waiting a little on an improved call, still the outlook was more than hopeful for a general looking up all along the line, and all are making due preparation to handle orders as they are booked.

J. C. Pennoyer Company reported that the call for slack barrel staves was fair, all things considered. The Pennoyer Company distribute all over the country, and, as the Pennoyer service is so widely and favorably known, there is always something doing in their direction.

The plant of the Daniel Burkhartsmeier Cooperage Co. was busy, running almost to capacity. Mr. Daniel Burkhartsmeier, who, beside being one of the oldest members of the cooperage trade, is of a natural optimistic temperament, even though somewhat of a conservative. Mr. Burkhartsmeier finds the business outlook encouraging. He does not look for revolutionizing changes in business, but he believes that the general run of the cooperage trade is, and will continue to be, satisfactory.

St. Louis Cooperage Trade Good

A visit among the St. Louis Cooperage trade during the past month found all members in a pleasant frame of mind, due to business being good insofar as orders are concerned.

T. J. Nash, president of the Ozark Company, commenting on present business, was very frank to say that, generally speaking, everything was in good shape. The effects of the bad weather, so lately prevailing throughout the stock manufacturing sections, and so affecting the output, are still being felt, but even this handicap is being overcome. Demand, Mr. Nash says, is holding up well, and, considering all conditions fairly and equitably, he is anticipating a pretty fair average business this year for all branches of the cooperage industry.

The Ozark Company announces the removal of their general offices, on May 31st, from the Planters' Building, St. Louis, to suite 904-912 McCall Building, Memphis, Tenn.

E. P. Voll, president of Voll Cooperage Co., reports that manufacturers are now enjoying a good demand, especially for No. 1 slack barrel staves. After reviewing the past year or two of business throughout the cooperage industry, and touching upon recent conditions in the woods, with the resulting effect upon production, Mr. Voll swung smilingly toward the bright picture, which, he says, present conditions paint for the future, with the closing remark that the Voll Cooperage Co. was ready for and prepared to handle any additional business the better demand ushers in.

F. H. Wiseman, of the Welch Stave and Mercantile Co. was another who gave THE JOURNAL's representative a cheerful welcome and the good news that the stave end of the cooperage trade has been most satisfactory during the past few weeks. Mr. Wiseman claims that future prospects are encouraging for a good run of business for the trade as a whole.

Introduces Vacuum Dried Staves

The Charles Wunderlich Cooperage Company has equipped its Arkansas plant with a newly developed vacuum process of drying staves, which will practically enable the company, so to speak, to cut the timber today, cut the staves tomorrow and load the finished product on the cars for shipment the following day.

The process is described as a system of vacuum drying, the principle of which is that the sap is drawn out of the timber.

Mr. P. T. Bolz, who is connected with the Wunderlich Cooperage Company, and who is also president of the Bolz Cooperage Corporation, which handles the sales of the Wunderlich Company, claims there is no system of drying in use today that will extract as much sap from the staves as does this new vacuum-drying process, which they have introduced into their thoroughly modern and up-to-date plants in the South.

The Wunderlich Company's plant at Osceola, Arkansas, which is equipped with this new system of drying, has a capacity of 90,000 slack barrel staves per day, made from ash, elm, gum, hackberry and cottonwood timber.

Reports so far received from consumers of vacuum dried staves indicate that these staves are very satisfactory.

According to Mr. Bolz, the new system of drying improves the appearance of the staves, as it has a tendency to bleach the timber without working an injury to its texture.

Fire Destroys Barrel Factory

The barrel factory of the R. A. Watson Orchards, Inc., at Valley City, Ill., was recently destroyed by a fire, which also destroyed their cold-storage plant, ice plant, by-products building, etc. The loss is estimated at about $600,000. The company will rebuild as quickly as possible.

Planters Mfg. Company Entered Operations

The Planters Mfg. Co., 212 Boulevard, Portsmouth, Va., has acquired the plant of the Churchland Mfg. Co., Churchland, Va. The Planters company will continue to operate the plant at Churchland. W. W. Hargraves is president of the Planters Mfg. Co.

How to Hold the Rosin Barrel Trade

Immediate Consideration of Standard and Uniform Specifications Will Insure Good-will of Operators and Build Bigger Business for Cooperage Trade

By A. J. GERLACH
The Peter Gerlach Company, Cleveland

No better illustration of the value of co-operation and co-ordination could be given than the victory of the wooden barrel over the steel drum in the naval stores industry.

There is no doubt but that the efforts of the barrel manufacturers, the Cooperage Association and THE JOURNAL were very materially the reason for the defeat of the sheet steel drum as a container for rosin, and in the opinion of the writer, there is a lesson in this victory for all of us in the cooperage trade.

No matter what problem may face an industry that problem can be solved by the co-operative working force of the members of that industry, and the decision of the Naval Stores Operators to continue the wooden barrel as a standard shipping package for rosin, should act as an inspiration to the manufacturers of cooperage and cooperage stock to carry on their fight for the wooden barrel in other fields, with that same enthusiasm they entered into the fight for the wooden rosin barrel.

Cooperage Trade Must Be Up and Doing

However, we should not allow ourselves to be deceived, or to allow the victory to instill within us a feeling of over-confidence. While the wooden barrel proved its superior advantages over the sheet steel drum, the cooperage trade should not sit down in their armchairs and pat themselves on the back. We must be up and doing, because the substitute package manufacturers are not going to allow the matter to drop without further efforts to oust the wooden barrel from the naval stores field. That this is true is indicated in the replies received to a recent questionnaire submitted to the plant managers committee of the Federation of Paint and Varnish Production Clubs.

This questionnaire asked members of the club whether or not they favored the use of steel drums for the shipment of rosin, and the purchase of rosin by net weight and turpentine by the pound. The summary of the replies received from these club members was that:

"Rosin will not cause rusting in steel drums, although discolorations would be detrimental if it did.

"It is doubtful if closed warehouses are necessary for properly painted drums.

"There is no extra expense in the use of drums and rosin can be removed from them as easily as from wood."

Further Action by Steel Drum Proponents Is Possible

Commenting on this questionnaire a trade paper in the paint industry states: "It will be seen from the foregoing statements that the consensus of opinion among the practical production men of the industry is quite at variance with the present wide general practice in vogue by the naval stores shippers. As the last-named group have expressed a desire to co-operate and meet the wishes of the consumer as far as practicable this verdict from representative men among the consuming class is worthy of serious consideration and it might be well to have a definite conference on the subject where the supporters of both views might be able to express themselves freely and the whole subject discussed from every angle. The naval stores group at their recent convention in New Orleans appointed a committee of five to confer with the consumers and we would suggest that the two chairmen, J. A. Myers, of New Orleans, and W. P. Werner (of the Federated Clubs) of Philadelphia, get together and work out a basis of mutual agreement."

Wooden Barrel Can Hold Good Will of Naval Stores Operators

This is an indication that certain paint, oil, and varnish manufacturers are not wholly in favor of the decision of the naval stores operators to continue the use of the wooden barrel, and the manufacturers of cooperage and cooperage stock should at once consider the desire of the naval stores operators for a standard and uniform specification for wooden rosin barrels very seriously, so that the good-will of the operators may not only be further increased, but that an impregnable barrier against future onslaughts of the sheet metal drum advocates may be erected.

Of course, the objection which some of the paint, oil and varnish trade have to the use of the wooden barrel is not to the wooden barrel itself, but rather to abuses in connection with its use. Nevertheless, it is up to the cooperage industry to co-operate in every way with the naval stores industry, in order to overcome any abuse of the wooden barrel, and in order that there may be as little variation as possible in the weight of the barrel.

Wooden Barrel Superior Package for Rosin

There is no doubt whatever that the wooden barrel is a superior package for rosin, and that the consumers of naval stores would find the sheet steel drum a very expensive package to use. Nevertheless, as I have pointed out above, it is very necessary that we keep up the good work and not allow ourselves to be lulled into a feeling of security, until we have exhausted every effort in protecting the interests of the wooden barrel.

We should take advantage of research and ascertain where and how the wooden barrel can be improved. We should investigate methods of manufacture, and the use of modern machinery, to discover where and how further economies may be effected so that the first cost of the wooden barrel may always be an advantage.

No Need for New Rosin Barrel Specifications

To my mind there is no need to invent new specifications for the rosin barrel. There are lots of good barrels being produced today, and I am sure that a committee of the cooperage industry investigating with an open mind, as did the package committee of the naval stores industry, could easily adopt specifications which would produce a standard and uniform barrel for the rosin trade. I believe it would only be necessary for such a committee to visit a rosin storage yard and examine the various types of barrels in use to come to a decision as to which barrel makes the best appearance, and which barrel is best suited for the purpose.

Advocates Cylinder Sawn Staves

From experience, I feel sure they would find that barrels made from cylinder sawn staves, that have been wheel-jointed and machine-equalized and crozed, are the barrels that could be adopted as standard, and that would give satisfaction not only to the naval stores operators, but to the consumers of naval stores as well.

These barrels with their machine-rounded heads do not have their joints plastered with mud to prevent leakage when the hot sun softens the rosin.

Our company has had many years' experience in the manufacture of machinery for the cooperage industry. We have furnished machinery for many of the large rosin cooperage installations, and our experience, experiments and tests have proved to us that the cylinder sawn stave will be the greatest factor in upholding the supremacy of the wooden barrel in the naval stores industry.

Dry Kiln Engineers' Club a Valuable Trade Adjunct

Memphis, Tenn., now boasts of the first and only Dry Kiln Engineers' Club in the world. This club, which was recently organized, meets for the discussion of various methods of drying hardwood lumber.

Sam Cooper, Jr., of the Fisher Body Corporation, is president; E. B. Rhyne, Nickey Bros., first vice-president; Charles Biddinger, Memphis Hardwood Flooring Company, second vice-president; Will Mathes. Chickasaw Wood Products Company, secretary.

At a recent meeting samples were shown of different kinds of wood that had been analyzed as to moisture before and after drying. Many experiments will be conducted by the club.

Future Will Bring Business Improvement

REVIER COOPERAGE CO., BALTIMORE, MD.—Business with us is not rushing at this time, but we look for considerable improvement during the coming months. There is no need to be pessimistic as to the future.

THE NATIONAL COOPERS' JOURNAL
DEVOTED TO THE COOPERAGE INDUSTRY

ESTABLISHED 1885

ASSOCIATED COOPERAGE INDUSTRIES

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M. E. DOANE
EDITOR

J. A. MURPHY
BUSINESS MANAGER

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will be furnished on application. Copy for advertisements should reach us not later than the 15th of the month to insure insertion in the following issue. Changes in advertisements should reach us not later than the 20th of each month.

CORRESPONDENCE

The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

IMPORTANT ARTICLES IN THIS ISSUE:

Editorials.
Wants in Cooperage Lines.
The Trend of Trade Associations.
Accidents — the Greatest Waste Factor in Woods Operations.
How to Hold the Rosin Barrel Trade.
Recommends Change in Federal Bankruptcy Act.
Chamber of Commerce Appoints Trade Relations Committee.
What Barrel-Using Industries Are Doing.
New Orleans Cooperage Market.
The Present and the Future.
Louisville Trade Reports Better Volume.
Forest Products Laboratory to Issue New Directory.

On its forty-second birthday The Journal views enthusiastically the future of the cooperage industry

WITH this issue THE JOURNAL begins its forty-second year of exclusive service to the cooperage industry, and in retrospect we see, not only the long road over which our trade has traveled during the past years, with its many heights of prosperity and its equally many levels of depression, but we note with the deepest sense of pride and gratification that the march of our industry has ever been steadily forward until today, in the year 1926, the path lying ahead of our cooperage and cooperage stock manufacturing friends holds more promise of trade stability and business prosperity than ever before.

We know that there are those who will contest our claim, pointing, as one argument, to the decreased use of the wooden barrel in some lines, but it will be those who have and do keep their eyes fixed on what has already passed rather than those whose vision, properly focused, see the new trade opportunities daily arising in all directions for the wooden barrel.

THE JOURNAL has come a long way with its chosen trade, but every step of that way has been made distinctly worthwhile by the splendid friendships we have made, the service we have been able to render and by the steadfast co-operation we have received from the cooperage industry while we have been working to protect and advance the interest of its trade package—the wooden barrel.

The faith, confidence and enthusiasm with which THE JOURNAL enlisted in the work of boosting the wooden barrel forty-two years ago, and which has kept it loyal to the wooden barrel's welfare ever since, no matter what the pressure from other sources has been, is as strong, fresh and progressive today as when first we placed our hand to the plow, so to speak, and as we view with encouragement the aspect of the main body of the cooperage industry in laying hold so determinedly of the prospects which the future has in store for the wooden barrel and its manufacturing trade, not only in the months immediately before us, but throughout the next few years to come, we feel our energies revitalized and our hopes rekindled.

We feel we can do nothing more appropriate or more fitting, on this, our forty-second birthday, than to congratulate the cooperage industry upon its future trade security as an integral part of the permanent business life of the country, while we thank, sincerely and heartily, every member of our trade who has contributed in any way to the successful carrying on of THE JOURNAL'S activities.

That THE JOURNAL'S allegiance to the wooden barrel will continue to be as unfaltering, staunch and persistent as it ever has been, our host of friends can be assured. And thus working co-operatively together, the cooperage industry and its exclusive trade paper, THE JOURNAL, can not help but benefit, individually and collectively, from their efforts in behalf of the wooden barrel. United, we have a concentrated channel through which great and wonderful things can be achieved. Divided, our inherent trade strength is weakened and the power viaduct of our industry suffers accordingly.

Finer trade ethics and improved business practices forecast advent of new industrial era

IN this issue of THE JOURNAL we carry a most excellent article by Wilson Compton, secretary-manager, The National Lumber Manufacturers' Association, on the growth, power and future influence of trade associations.

Not only does Mr. Compton deal exhaustively with trade associations from the standpoint of their material advantage to the industry they directly represent, but he holds that in their trade organizations the trade and business world has both the germ of promise and the acme of achievement of the greater and finer social system towards which man has so long been striving.

Struggling steadily against all opposition, the great economic factor in business and trade, as in life, is gradually coming into its own, with the result that today there is to be seen on every hand not only the growth of finer trade ethics and amazing changes in business practices, but there has developed a co-operative working among men, through organized bodies, that has already ushered in an unique era, the marvelous benefits of which are being fully sensed and forecast.

Primarily man is a social animal, and whether in trade or business, that predominating trait, calling for close and harmonious association, must be satisfied if the body politic is to remain healthy and prosperous.

Trade and business was never meant solely for the sordid practice of barter and sale, but, distinctly and definitely, trade and business is an indestructible part of life and as such there are no laws or rules governing high, moral and perfectly co-ordinated living that should not be, and can not be, incorporated as working policies in trade and business activities of whatever kind, with equally good results.

This is what the clear-visioned men have always seen, and since it has been proved that in co-operative working, rather than in individual effort, the greatest benefits for all are to be found, then, as Mr. Compton says, the road to prosperous and permanent industrial and business life is through trade associations.

Loyalty — An obligation that achieves the finest rewards and the greatest benefits

LOYALTY is an obligation that should be binding on all of us—loyalty to our convictions, loyalty to our ideals. It was the loyalty, fortitude and perseverance of the American Patriots that made possible this great country of ours. It has been the loyalty and perseverance of the people of America that has builded, through the years, a nation that the whole world looks up to as its ideal. Loyalty has been the keystone of every great cause the world has known, no matter what the outcome. Without loyalty as a part of our individual character, we can not hope to succeed, nor can we hope to achieve the goal for which we may be striving.

The loyalty of the cooperage industry as a whole is due entirely to the Wooden Barrel. Every fiber of the being of every cooperage and cooperage stock manufacturer, who has founded his business success and prosperity upon the life of the Wooden Barrel, should throb with the desire to spare no effort in its behalf that it may continue as the King of Shipping Packages. There must be and can be no division of our loyalty or allegiance if we are to achieve what is rightfully our own. The cooperage man can not be for and against his own best business interests at the same time and get anywhere. We can not extoll the virtues of the Wooden Barrel on one hand, and cater to the maintenance of substitutes on the other, and remain honest in our convictions and steadfast to our ideals. We must be whole-hearted and whole-souled in an unswerving devotion to the cause we sponsor if it is to be upheld and advanced.

Many of us have seen the changes wrought in the industry during the past half century. Many of us have experienced the bitter and sweet of defeat and victory, the gains and the losses, the advance and the retreat, and then the advance again of the Wooden Barrel. But the Wooden Barrel has served the world since time immemorial, and it will continue to serve the world so long as there are commodities to be shipped—so long as the forests remain.

Therefore, in our loyalty to our trade package, let us give our imagination full sway and visualize the Wooden Barrel, not as a thing inanimate—not as so many staves, hoops and heads—but as a pulsating, living thing. Let us follow it in its travels over the entire world as a benefactor of the human race, delivering to Industry the necessities of manufacture, to Commerce the commodities for transportation, and to the whole world the very means of subsistence. See it go through the trade marts of the universe, stopping here for a while, stopping there for a while—but eventually moving on, always in the service of mankind. Watch its return, not weak and worn out, but sturdy and strong, ready and willing to continue its life's work.

Then, in justice to the Wooden Barrel, the foundation stone of our business life, let us of the cooperage industry re-establish it on the highest possible pedestal, banding ourselves into a united whole in its support and defense, and for the advancement of its welfare, that the entire industrial world may see and appreciate its qualities. By so doing, we will demonstrate, in a practical manner, our loyalty to our trade package and regain for it the ground lost in recent years to substitutes, as well as opening up new channels of distribution that will guarantee to our industry continued success and prosperity for many years to come.

WANTS IN COOPERAGE LINES

Barron Cooperage Co., Aurora, Mo., will be in the market shortly for apple barrel stock.

Snowhite Cooperage, Tenth and Lombard Streets, Baltimore, Md., is in the market for black oil barrels.

Empire Barrel and Cooperage Co., 5 Rhine Street, Rochester, N. Y., is in the market for a barrel-washing machine.

W. R. E. King, 441½ North Centre Street, Cumberland, Md., manufacturer of slack barrels, is in the market for wood truss hoops.

"Stave," care THE NATIONAL COOPERS' JOURNAL, *Philadelphia, is in the market for a second-hand stave jointer, cost about* $60 *or* $65.

E. Henning, Inc., 431 S. Dearborn Street, Chicago, Ill., is in the market for 37 by ¾-inch red oak oil staves for prompt or future shipment.

D. W. Ryan Cooperage Co., 1634 Besly Court, Chicago, Ill., is in the market for 18, 24 and 30-inch hard oak cut-off or regular sawn staves.

Ayer & McKinney, 9 N. Water Street, Philadelphia, Pa., are in the market for a quantity of tongued and grooved powdered milk barrels.

Allied Barrel Co., Oil City, Pa., is in the market for 36-inch white and red oak staves, 100,000 each; 4 cars 28 x ¾" oak dog staves 68" to the set; 100,000 36 x ¾" gum staves, and 5 cars 34 x ¾" K. D. & J. red oak staves.

More Confidence Shown by Buyers of Cooperage Stock. Fruit Outlook Favorable—C. M. Van Aken

The month of April has been a very satisfactory month for the cooperage trade in the East. There seems to be a feeling on the part of the buyers that they will not be losing money by placing orders at present prices; hence, there has been a fair amount of buying done, and what is more, the buying has been done with an apparent degree of confidence. There has not been any phenomenal demand for cooperage in any particular line, but a normal amount of material is being used, and the orders are coming through with a certain degree of regularity.

The reports which we receive from the fruit district are, that up to the present time the weather conditions have been favorable to a good crop. It is the off-year for some sections, but an off-year produces some fruit; in fact, very much more than what we have had in years when a frost has swept the section at a time when a big crop was expected.

Stave and heading prices are holding firm. There is a tendency to shade the price of hoops if an order is in sight for prompt shipment, but there is a feeling that the hoop prices have reached the low level, provided the mills are to realize a profit.

Trade Associations Trend Is Towards Morals Rather Than Mere Legality

Attrition of business currents actually molding a new social system. Trade associations stepping up to higher plane

By WILSON COMPTON

Secretary-Manager, The National Lumber Manufacturers' Association

The JOURNAL'S Editor has asked me for a discussion of the subject: "How Trade Associations Are Meeting the Law's Requirements." Meditating on the question, the thought came to me that the trade associations are getting beyond meeting the law's requirements. The trend is toward morals instead of mere legality. It is all part of a spacious industrial evolution which is little understood, but is contributing powerfully, even if unconsciously, to a solution of our economic problems. While the academicians are aloofly talking about a better social system the attrition of business currents is actually molding it.

Trade Associations Will Soon Be Enthusiastically Supported

Probably the average public attitude toward trade associations in the past has been suspicious; today it is hesitantly favorable; tomorrow it will be emphatically supporting them. I admit that trade associations as a whole have stepped up to a higher plane in recent years, and have broadened their range of interest to include the whole community; but even so, they were rarely as bad as they were painted. In the effort to work out a new relation of business to the law they bore the brunt of governmental pressure and obloquy because they roughly corresponded to the prosecuting mind's conception of a coherent group that was consciously working its evil will upon the people. It fell to the lot of associations to make a stand for the things that practically all business men considered to be their inalienable constitutional rights. In standing for the right they had to appear as opponents of justice. The casual public always assumes that the government is right and concludes that whoever differs with government is wrong, if not culpable and evil. As the trade associations have come into public notice almost entirely in this obnoxious role, they have all been tarred with disrepute. People have come back to think of them as opponents of progressive legislation and have not been informed of their own progressive policies. Too much emphasis thus has been given to the legal facets of trade associations.

Constructive Development and Application of Economic Forces Means Permanent Progress

An institution will make permanent progress, not by mere negative omission of the acts which the law of the land prohibits, but by the constructive development and application of those economic forces which the progress of the industries and the public welfare demand.

I am not belittling the service of the lawyer to the trade association movement when I, who am both a lawyer and an economist, say that the constructive future of trade co-operation is in my judgment to be found, not by the lawyer but by the economist. In the Book of Luke is this admonition: "Woe unto you, lawyers, for ye have taken away the key of knowledge; ye entered not in yourselves, and them that were entering in, ye hindered." I find no such admonition of the economist!

As long as the trade association movement was on the defensive, was groping for its permanent moorings, and was gaining trustworthy experience by the practical but perilous process of trial and error, the focus of attention upon the permissions and the prohibitions of the law was inevitable.

Period of Legal Technicality Has Passed

The period of legal technicality has apparently been passed. The Maple Flooring and Cement case decisions of the United States Supreme Court have converted the problem of trade association conduct from one of avoiding technical violation of statute to one of maximum performance of industrial and public service. The fundamental issue which came to be involved in the succession of trade association cases was not the mere right of particular individuals to do certain things collectively, but whether the institution of competition, in the sense of free, fair and equal opportunity between competitors to trade on basis of equal bargaining advantage, would be preserved; or whether, in an effort to enforce the letter of a statute, as distinguished from the public interest which the statute was designed to protect, we might cling to the form of competition and lose its substance.

Recent Trade Association Decisions Epochal

I take it to be a safe assertion that the anti-trust laws have been designed for the principal purpose of either preventing or destroying monopoly or restraint upon free, fair and equal competition which would lead to the arbitrary control of prices or production. Let there be no doubt of the fact that, for practical purposes, the recent trade association decisions in the Supreme Court are epochal, or that they constitute in substance a reversal of earlier decisions. I have been associated with counsel in two of the principal association cases before the Federal courts during the last five years. I know somewhat the public construction placed upon these decisions and the extent to which the findings of the Court were in accord with the actual facts in the trades involved. The two recent decisions ought to be looked upon by economists as a distinct vindication of the adaptability of judicial interpretation to economic facts. The logic of the Supreme Court in its formal opinion is economic, not legal. It shows a significant degree of flexibility in the application of the law to changing conditions. *It means in substance that the anti-trust laws are being applied so that the public purposes of the statute and not merely its barren phrases may be made effective.*

Trade Co-operation Through Associations Fundamentally Economic

During the past five years the process of public education to an understanding of the fundamental economic meaning of trade co-operation through associations has manifestly resulted in a more accurate and certainly a more tolerant appreciation of its strength and its weakness, its advantages and its drawbacks, its ability to do harm and its capacity to do good.

Self-Government of Industry Lies in Power of Organization

Trade associations are relatively a new institution. Generally speaking, their policies represent the most forward-looking views and the highest ethical standards within their respective trades. They represent the most powerful organized machinery in existence today for the self-government of industry. Public agencies such as the Federal Trade Commission can proceed only by injunction; prosecuting agencies only by the force of statute law. Trade associations, on the other hand, generally represent organized public opinion within their respective industries or trades; and, as long as the prevailing fundamental sentiment of American business is in support of high standards of commercial ethics, honesty and fair dealing among competitors and with the public, so long will the capacity for and the probability of good through trade associations exceed the likelihood of evil.

Secretary Hoover Has Been Wonderful Champion of Trade Associations

The Secretary of Commerce has probably contributed more than any other citizen to the forward-looking policies of American industries which are gradualllly being worked out through their respective trade associations. The progress in this direction has, I believe,

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that will meet the specifications of the Naval Stores Industry and maintain the supremacy of the wooden barrel over all substitute packages

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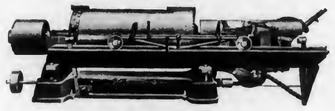
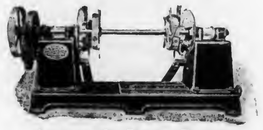
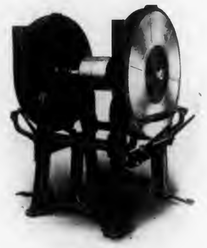


Stave Saw

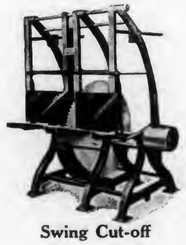


Automatic Stave Crozer



Steel Wheel Jointer

HEADING MACHINES



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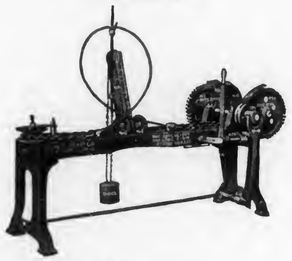
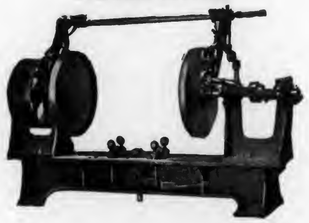
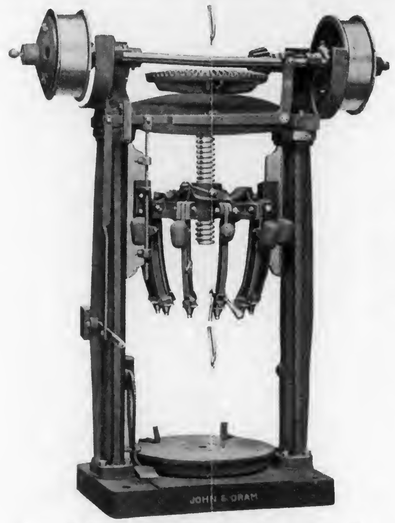


BARREL LATHE





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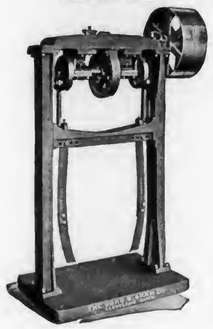

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been due primarily to the fact, obvious and precious to us who are directly identified with trade organization activity, that vastly greater consideration is being given to the public welfare and public service aspects of industrial and commercial policies.

What the Lumber Industry Has Done

An example of this tendency may be made by an illustration drawn from the timber and lumber industries with whose affairs I am associated and intimately familiar. Their activities involve problems peculiar to the ownership, administration and use of natural resources—in this instance, of forests, the only natural resource which is capable of replacement after use. Lumber manufacture is a substantial activity in thirty-six States. There are approximately thirty thousand individual producing units widely scattered. The ownership of standing timber is still more decentralized. There are about five thousand wholesale distributing units in the lumber trade and between twenty-five thousand and thirty thousand retail lumber establishments. No single ownership operates or controls as much as 1 per cent. of the lumber output. Lumber is characteristically an industry of small units. To this rule there are not more than a half dozen exceptions. It has a total producing capacity considerably in excess of the maximum annual demand for its products. Its very make-up constitutes a safeguard against monopoly and substantial trade restraint, but no safeguard against wastes or inequality in the conditions of competition, nor a guaranty of trustworthy and efficient service to the lumber-using public.

Lumber Trade Highly Organized

The lumber trade now is highly organized. There are national, regional and state associations of retail dealers, wholesale dealers, lumber manufacturers and timber owners. I can speak with authority, not for the lumber dealers but for the lumber manufacturers and timber owners.

National Body Is Federation of Regional Associations

The National Lumber Manufacturers' Association is a federation of 14 regional associations, including the entire lumber manufacturing industry so far as it is organized. In all of its activities it spends about three-fourths of a million dollars annually. It does engineering, testing, scientific, statistical and economic research, advertising, publicity, standardization, waste prevention, wood utilization, forestry and general trade extension work in behalf of the producers and consumers of forest products. It conducts an insurance exchange and a capital and credit rating and collection service for the convenience and economy of its clients and as a means of driving crookedness and commercial fraud out of the lumber trade.

Standards Have Proved of Great Value

It represents the lumber industry before committees of Congress and government departments with which as agencies of the public it is co-operating. Through the so-called "American Lumber Standards," now officially endorsed by the Department of Commerce, it has been instrumental in providing the lumber trade with a system of weights and measures which has been a great fundamental aid to freedom, fairness and equality in lumber competition, and a great protection to lumber users.

Has Aided Forestry

It is given credit for having greatly stimulated interest in, and commercial practice of, forestry in the United States—an activity in which marked progress is being made.

Services of Code Engineers in Demand

The services of its building code engineers are in constant demand from city building officials throughout the country. Public confidence in this phase of our work is undoubtedly due to the fact that we have as consistently opposed building code provisions unduly and unsafely liberal to the use of lumber, as we have opposed provisions unnecessarily restrictive of the economical use of lumber in construction.

Statistics Serve Seller, Buyer, Producer and Consumer Alike

Its current statistics, showing changes in lumber supply and lumber demand, without any interpretation or editorial comment whatever, have for many years been made available as completely and as promptly to lumber buyers and lumber consumers as to its own immediate subscribers, the lumber manufacturers. It has consistently pursued, in practice as well as in principle, the policy that both seller and buyer, both producer and consumer, are benefited by making available to each alike the most accurate information regarding current conditions of supply and demand.

Substantial Sentiment of Industry Protects Best Interests of Trade

I am not saying that the pursuit of this policy has been without considerable antagonism, friction, and conflict within the association itself. But that is merely a matter of association administration; and the fact that several thousands of timber companies have continuously for years supported an association committed to such policies and in fact increased its total revenues many fold, is an indication of solid, sound and substantial sentiment in that industry, which permits of no debate.

A Leader in the Establishment of Rules for Fair Dealing

The activities and accomplishments of the lumber industry in the field of standardization during the past five years have elicited from the Secretary of Commerce the repeated public comment that this has resulted in savings to the lumber trade, lumber consumers, and the public generally, of scores of millions of dollars annually; and to use his own phrase, that the lumber industry now leads all the industries of the United States in the "establishment of rules for fair dealing." These are the tangible results of association.

Scores of American Industries Have Beneficial Trade Associations

I have no reason to believe that the National Lumber Manufacturers' Association, from which this brief illustration is drawn, is unique among industrial associations. I suspect that it has had more than average success in the sense of practical accomplishment. But I know scores of other associations in American industries and trades whose activities have been beneficial to buyer and seller, producer and consumer alike, which also have been involved in no litigation and hence had no notoriety, whose constructive activities indicate that the reins of control of American business policy are more and more being assumed by a forward-looking leadership, which, by co-operation between the producer, distributor and consumer, is seeking in good faith to give to the public the benefits of competition and to the industries and trades themselves the benefits of co-operation.

Trade Associations Now Have Free Field

Now that the insistence of the trade associations has caused the courts to curb public prosecutors and keep them within the mandates of the law, the field for the associations is free of oppression. There is no longer any occasion for a sound and essentially useful association to concern itself with the law. It will conform to the law by conforming to its own best interests and highest purposes. Any association which has private interests and objectives that can not be reconciled with the public good has no place in the new scheme of relations between the body politic and the body economic. In fact, in pursuing its own best interests an association that is worth preserving will concede far more to the public than the public could statutorily demand of it. Associations and legislatures are wiser and more learned than they were. They know more about real competition than they ever did and they have added a whole tome of knowledge about social co-operation, a thing that was not within their ken at all on the eve of the twentieth century.

Cate-LaNieve Company Increases Output

The steady increasing demand for their line of staves has made it necessary for the Cate-LaNieve Company, Memphis, Tenn., to install two additional stave knives. With the new knives in operation the company's output is now sufficient to handle without delay all orders, not only for their thoroughly air-dried slack-barrel staves, but for elm hoops, gum and pine heading and air-dried and listed tight-barrel staves as well.

With warehouses in Memphis, Tenn., and in Blytheville and Nettleton, Ark., the Cate-LaNieve Company is in position to make the promptest shipments.

Installs Trevor Barrel Machinery

The Thomas J. Kennedy Cooperage, of Canandaigua, Ontario Co., N. Y., recently installed a Trevor barrel machine, which is now in full operation.

Buffalo Coopers Prepare for Apple Season

The slack cooperage demand is holding its own, even though there is not a heavy volume moving. The export flour trade is still quiet, which, of course, has its effect on the barrel man's business. This trade is important to the coopers, as it takes a large number of barrels when the market is favorable. Some millers are getting a fair amount of business, but they do not know how long it will last, so they are not placing orders for future consumption.

Milling Company Purchases Waterfront Property

The acquiring of waterfront property a few days ago by the Hecker-Jones-Jewell Milling Co., which already has a mill here, leads members of the trade to think this will result in a new flour mill in that location. The company bought nine acres at Louisiana and Ohio Streets, in the vicinity of the plant of the E. & B. Holmes Machinery Company. The milling company declined to make public its plans for the property, but stated that the purchase was made to obtain terminal facilities on the river. The site would be a good one for an elevator, or for a combined elevator and flour mill, but any mill building seems likely to be delayed for a while.

Many Tight Barrels Used by Domestic Grape Juice Producers

Grape juice producers advise that they cannot use wooden packing cases in future, as their margin of profit has been much reduced by competition. Bootleggers can pay $100 a ton for grapes and are doing so, and they do not work at an ordinary business margin. So bottled grape juice in future will be mostly packed in paper containers. The use of tight barrels for domestic use still continues widespread, however.

Coopers Looking Forward to Good Apple Crop

Should the apple crop make good its promises, the country coopers will need quite an amount of stock this season. The weather has been unseasonable for the past month, being much colder than normally, but it is not believed that this has had any serious effect upon fruit trees. It has delayed the development of the buds, but altogether the weather is said to have been favorable to fruit crops.

Experimental Station Has Developed Six New Apple Varieties

The State Experiment Station at Geneva has developed six new varieties of apples which are said to be of superior quality, and will furnish a limited amount of stock of the new varieties at cost to those who desire it.

Hoops Have Been Reduced in Price

The tendency has been downward on hoop prices, some quotations being off as much as 75 cents from a month ago. Prices as of April 20th are about as follows:

5′ 6″ hoops	$16.25 to $16.75
6′ hoops	17.00 to 17.50
6′ 9″ hoops	17.50 to 17.75
No. 1, 28½″ gum mixed staves	19.25 to 19.75
No. 1, 30″ gum mixed staves	20.00 to 20.50
Mill-run, 28½″ cottonwood	13.50 to 13.75
No. 1, 17⅛″ basswood heading	14c to 14½c
Mill-run, 17⅛″ hardwood heading	11c to 11½c
Mill-run, 17⅛″ pine heading	10c to 10¼c

Notes of the Trade

The Delhi, N. Y., Cooperage is installing an entire new equipment of machinery for the manufacture of barrels. Electricity will be used for power, and it is planned to turn out 700 barrels a day. The plant will be the largest of several owned by Edward Veddar.

H. T. Pennypacker, president of the Quaker City Cooperage Company recently made a brief business trip to Chicago. He reports that the barrel demand has been rather light recently.

Part of the plant of the Niagara Cooperage Company, Lockport, N. Y., has been acquired by the Barden & Robeson Corporation, Penn Yan, N. Y., which will establish a basket factory at a cost of approximately $100,000. The Niagara Cooperage Company will keep a forty-foot frontage and will remodel its plant, continuing the manufacture of barrels for fruit, flour and other purposes.

Barrel Company Reorganized

The Boaz Barrel Company, Palatka, Fla., has been reorganized with the following officers: F. H. Wilson, president; F. H. Lecks, vice-president; J. B. Boaz, secretary-treasurer.

Carl Warfield, secretary-treasurer of the Hastings Potato Growers' Association; J. E. Wade, general manager of the Bugbee Distributing Co.; D. M. Bartow, secretary-treasurer, Bugbee Distributing Co., and Geo. V. Leonard have been elected to the board of directors.

It is the plan of the reorganized company to operate on a co-operative basis with the potato growers of Florida. It is reported that the company will invite approximately 150 growers to become members of the organization, who will receive a rebate of two cents on every barrel purchased. This includes all barrels or material sold for the 1926 crop.

New Pamphlet on Silicate of Soda for Coating Barrels

A revised pamphlet describing silicates of soda has been issued by the Philadelphia Quartz Co., 121 S. Third Street, Philadelphia.

This new pamphlet thoroughly covers the use of silicates of soda for testing and lining barrels and gives the proper formulae for these purposes, as well as the action of certain products shipped in barrels on silicate of soda.

We feel sure that every barrel manufacturer will find the new pamphlet of much interest and value. Copies will be mailed by the Philadelphia Quartz Co. on request.

Shipments of Cooperage and Cooperage Stock to New Orleans

An examination of the records of the various railroads entering New Orleans shows the receipts of the following carloads of cooperage stock during the period 1923-1925:

In	1923	2,504 carloads
"	1924	4,263 "
"	1925	4,548 "

This would seem to offer proof positive that there is considerable cooperage business transacted, and that the business is growing. It would be interesting to learn something definite regarding the amount of stock that is received in other centers.

The railroad records also reveal the rather astonishing fact that made-up cooperage, barrels, halves and kegs have been shipped to New Orleans for the same period. as follows:

In	1923	456 carloads
"	1924	835 "
"	1925	1,118 "

With so many good shops in New Orleans you would hardly expect outside coopers to find a market there, but they do find a market which, though small, is growing. They are not, however, taking trade away from New Orleans coopers, for it is chiefly the coopers themselves that do this buying. Those of the local trade who do a general cooperage business often find they are short of the stock needed to fill an order, and are glad to buy from out-of-town producers until their own stock arrives. It also frequently happens that a shop working on a large barrel order cannot change at once to an entirely different style of package, and buys a few cars to hold the order until the change can be made without inconvenience.

Cooperage Co. Incorporates

The Chelsea Cooperage Co. has been incorporated at New York City by A. T. Knox, J. L. McEwen and W. H. Hull.

Apple Barrel Plant in Operation

Frank Fisher, Hamburg, Ill., has placed his apple barrel plant in operation in preparation for the coming apple season.

Stave Company Incorporated

The Wilmington Stave Co., Wilmington, N. C., has been incorporated with a capital of $30,000 to manufacture and sell staves and building materials.

Will Erect New Plant

It is reported that the St. Louis Cooperage Co., St. Louis, Mo., will erect a two-story factory 100 by 199 feet, to cost $24,000.

Cooperage Company Erecting New Warehouse

The Louisville Cooperage Co., Louisville, Ky., is erecting a new brick, two-story warehouse building for the storage of stock. The building will also house a slack-barrel department. These barrels will be hand-made. The building will cost about $20,000.

Good Business Continues Down New Orleans Way

Produce Shipping Still Goes on Despite Incessant Rains. Sugar, Syrup, Bottle and Beverage Barrel Demand Helps to Keep Trade Busy

The gathering and shipping of produce has been much retarded by prolonged and heavy rains. One week the weather is fine and the farmers are all busy harvesting early vegetables, and the coopers are busy supplying barrels. Then it begins to rain and keeps it up for a week, bringing work in the trucking region to an abrupt close, putting the country shops practically out of commission, while the shops in town turn to other lines of work. Then the weather clears, all trouble is forgotten and everything goes smooth again. Even when these interruptions are taken into consideration the average of business done has been good. The bad weather has not been of a kind to destroy the crops or to lessen production, but only to retard shipments, so the more frequent the interruptions the longer the work will last, the quantity being undiminished.

Produce Barrels Continue as the Leader

Produce shippers along the Poydras Street section are doing well, and are using a good many barrels. The region about the French Market is, allowing for rainy days when nothing is done, active, also calling for a great many barrels. These are being largely supplied by the Southern Cooperage Co., with others getting in on the trade whenever they can.

The business along the wharves lately has been mostly slack stock for Tampico, with occasional shipments of slack shooks for Cuba, where bottle barrels are now in demand.

Sugar and Syrup Barrels Continue in Demand

The country sugar mills are still using a good many syrup barrels, halves and kegs, but the smaller mills are not taking any sugar barrels now. The big refineries are receiving large importations of Cuban and Porto Rican sugars, and are using barrels for about 50 per cent. of the production, so, taken altogether, the demand for sugar barrels and stock is fairly steady. The Godchaux Sugars, Inc., the Hendersons, the American and the Colonial all take turns in using barrels and buying stock, and when one is not in the market the others are.

Outlook for Cane Growers Encouraging

After all the litany of woes the cane growers of this State have endured, it is pleasing to note that they are going ahead and find the outlook encouraging. Improved varieties of seed cane are expected to help them out of the ditch and put their industry on a better footing.

To Grow Sugar Beets on Large Scale

The numerous attempts to raise sugar beets in Louisiana on an experimental scale have proven successful, and the farmers are ready to start in strong on this crop and make it a success on a large scale. The State has taken the lead in this work, and has 100 acres of sugar beets ready for harvesting and a sugar mill ready for operation to try out the crop. The beets are being gathered now, and we will soon know definitely what profit can be made on beets in this State. As everybody knows, there is an abundance of land here that will grow beets, and the beets are said to be as fine as those raised in Colorado, or any other beet-sugar State, but what the sugar yield per ton of Louisiana beets will be remains to be seen, and we will soon know this. Land owners wishing to find some profitable crop to grow on their holdings are waiting for the word to go. The sugar barrel may yet score a complete comeback. Prospects are growing brighter.

Bottle Barrel Trade Keeping Shops Busy

The country shops of N. J. Long Cooperage, Inc., like all the others, suffer occasional interruptions on account of bad weather, but their town shop is always busy. Just at present they are working on bottle barrels. They have a fair-sized shop, with, probably, 100 by 300 feet of concrete floor space. They carry a good supply of stock, which is being constantly used and renewed, so they are generally in the market for slack staves, heading and hoops. They carry a supply of finished barrels that is just sufficient for their needs, keeping just a few jumps ahead of the demand, with no big supply of made-up packages held for floor warmers.

Theirs is a hand shop, and they find handwork best suited to their needs. If, however, some enterprising machinery salesman would convince them that it would be to their interest to install machinery, they have both the capital and enterprise to make the change. They are waiting to be shown.

Beverage Trade Using More Barrels than Ever Before

Trade in high grade, well finished tight barrels for containers for "extracts" and syrups used in the making of soft drinks is good and growing. This trade now uses more barrels than the distillery trade ever did in former years.

Wooden Barrel Will Never Be Replaced In Alcohol Industry

The makers of denatured alcohol sometimes use steel drums, and sometimes use wooden barrels, the honors being about evenly divided between the two packages. Those big, heavy, steel drums, that are returnable, have their uses, but they can never replace the wooden barrel. The drum is not salable, and can only be returned to the original shipper for credit, and the freight soon eats it up, but the barrel is an article of commerce everywhere, and when the freight rate is too high for it to be returned it can be used at the place where it is emptied.

Barrels and Tierces for Cottonseed Products Have Good Demand

Trade in barrels and tierces for cottonseed products is good. Some of the coopers complain that when they make a new barrel for compound lard they buy that barrel back, recooper it and sell it again an indefinite number of times before a new barrel is needed to take its place. This may be a little rough on the cooper who prefers to work only on new barrels, but it is certainly a good recommendation for the barrel, that it can be used over and over again. It wears better and lasts longer than any other package.

Making Tongued and Grooved Salt Barrels

The big shop of the Louisiana Manufacturing and Cooperage Co. is making a good many produce barrels, and it is pleasing to chronicle that they are also making salt barrels, and, better still, tongued and grooved salt barrels.

Sacked Salt Becomes Unfit for Use

When salt is intended for table use a small part of the production may be put up in neat little cartons for the benefit of the small retailers, but the bulk of it must go into barrels, and for this grade of salt the tongued and grooved barrel is the only suitable package. When the coarse salt, intended for use in curing meat, is produced it may be shipped in No. 2 barrels, if desired, but it should by all means be shipped in barrels of some kind, and should have the same care that is given to table salt, for when it is put on meat it becomes a food product. When shipped in sacks it many times becomes unfit for human consumption, and should be destroyed by the Board of Health.

Cooperage Company Looking for Timber

The Louisiana Manufacturing and Cooperage people are now getting in a good many tight staves, clearing up the yards of their own mill, which is no longer in operation, they having cut out their timber holdings. Anyone having a good timber location to offer might be able to interest them, but the offer would have to be of the right kind, for they have strong mill connections, and are good buyers.

Henry Elichalt, in his new shop on Tchoupitoulas Street, is making a good start, with plenty of small orders to keep his place busy.

The Burbank Cooperage Co., when the weather permits, fills good, large orders for produce barrels, and when the rains stop the produce shipments they go right ahead working on their second-hand trade. They probably are doing the largest business in the city in used and re-coopered barrels.

The John G. Moll Cooperage people are faring the same as their neighbors. Their country shops work hard when the weather permits shipping, and cut down production to a minimum when rains stop produce shipments. Their main shop keeps busy all the time on miscellaneous orders. Their manager, Mr. Sidney Charbonnet, has recovered from the injuries he received in the hotel fire at Thibodaux, and he is now on duty as usual.

THE PRESENT AND THE FUTURE

No Necessity for Hard-Luck Stories —Business Is Improving

CHICAGO, ILL., April 17, 1926.

EDITOR, "THE JOURNAL":

For some reason or other we hear the remark passed occasionally that "the cooperage business is on the toboggan and it's a case of the survival of the fittest." This may seem so where conditions are as they have been in the past year or so. But that is not so any more than the remark passed just a few short years ago, "prices will never come down!" It really did not seem so, because they were continually going up.

Now, listen to business men in other lines and they nearly all have a hard-luck story to tell about their line. One story isn't any different than the other fellow's. When the demand comes, prices will pick up, and we'll have to hustle again to fill our orders, and that time isn't far distant.

First, there is now a shortage in the staves and heading market, and prices are on the incline. Second, last year's abundant pickle crop cannot all go into glass or cans—some of it must and will go into barrels and kegs. Third, we are due for a good fruit and grape crop. Fourth, farmers have been feeding low-priced corn to hogs, and so on. I say conditions look very favorable for a good year 1926 in the cooperage business.

So far our sales show a good increase over 1925 and, better than that, "at a profit."

Yours very truly,

D. W. RYAN COOPERAGE CO.

C. B. MATHONY.

Outlook Very Encouraging

CHICAGO, ILL., April 14, 1926.

EDITOR, "THE JOURNAL":

We are pleased to say that, in our opinion, the outlook for the cooperage business in the near future is rather encouraging. We expect a reasonably good business during the remainder of the year.

We are particularly interested in some 37 by 34-inch red oak oil staves for prompt or future shipment.

Yours truly,

E. HENNING, INC.

Will Make Approximately 100,000 Apple Barrels this Season

AURORA, MO., April 17, 1926.

EDITOR, "THE JOURNAL":

We expect only half a crop of Ben Davis apples this year compared with last year. Bens make three-quarters of the crop in the Ozarks and are all packed in barrels—other varieties are packed partly in baskets.

Nevertheless, we expect to make close to 100,000 apple barrels this year and will begin to purchase material shortly.

Respectfully,

BARRON COOPERAGE CO.

Prospects for Apple Crop Are Good

WYOMING, N. Y., April 16, 1926.

EDITOR, "THE JOURNAL":

It is a little early to say definitely what the apple crop will be this season, but from all indications we can look for a good crop.

I expect to open my shop about May 1st, although I have already purchased my supply of cooperage stock.

Yours truly,

FRED CARLTON.

Outlook Excellent. Trade Should Steadily Improve

CINCINNATI, O., April 14, 1926.

EDITOR, "THE JOURNAL":

The demand for cooperage is not heavy at present, but the business outlook in general is excellent, and with the opening up of spring the demand for barrels will increase.

Yours very truly,

P. HOBAN.

Trade Improvement 50 Per Cent.

WM. ABLETT & SONS, PITTSBURGH, PA.—Our business has picked up about 50 per cent. the last few weeks, but the trade does not seem to hold steady. We feel business will be fairly good the rest of the year.

Trade Normal at Present

AMERICAN COOPERAGE CO., BALTIMORE, MD.—We are having a normal trade at present, but we expect much increased demand for barrels when the spring season opens.

Looks for Increased Prices if Barrel Demand Continues

WILLIAM M. FRANK, BALTIMORE, MD.—Business could be better, yet there is a demand for barrels right now, and if this demand continues or increases we can look for firmer barrel prices. I look for a better volume during the coming months.

Spring Demand Will Improve Trade

FRANK A. SAUER, BALTIMORE, MD.—A late spring has made business here slow at this time, but look for a good demand for barrels a little later on. Also expect prices to stiffen when this demand comes.

1926 Will Equal 1925 Volume

B. C. SHEAHAN CO., CHICAGO, ILL.—Trade is fair, but not as brisk as 60 days ago. Indications are that general business will come up to last year's volume.

Business Improved During April

SNOWHITE COOPERAGE CO., BALTIMORE, MD.—Up to April the barrel market in Baltimore was uncertain, but since April 1st there has been a much stronger tone and barrels have moved more lively.

Naval Stores Output of Mexico

The principal naval stores-producing states of Mexico are Durango, in northern Mexico; San Luis Potosi and Michoacan, in central Mexico, and Jalisco and Guerrero, on the west coast. The leading producers, except in the states of Jalisco and Michoacan, are Americans, according to the United States Department of Commerce.

In northern states production is carried on during nine months of the year, the latter part of November and the months of December and January being too cold for operations. In other states it is possible to tap throughout the year, but less production is obtained from November to February, inclusive, than during the summer months.

Present annual production of turpentine in Mexico is estimated at approximately 400,000 gallons of turpentine of naval stores standard, and about 200,000 gallons of inferior quality. The bulk of the turpentine of naval stores standard is shipped to the United States, most of it going to California, but some of the Durango production going to the interior.

The total annual rosin production in Mexico is about 3,200 metric tons. Until recently all rosin produced in Mexico was sold in the country.

The soap factories take 70 per cent. of the production, and the paper mills the remaining 30 per cent. However, during the last quarter of 1925, due to high prices in the United States, some Mexican rosin was exported.

The United States is the only country that imports Mexican naval stores, or exports naval stores to Mexico, to any appreciable extent.

Exports from the United States to Mexico during 1925 were as follows (1924 exports in parentheses for comparison): Rosin, 1,241 barrels (1,125 barrels); turpentine spirits, 33,136 gallons (26,430 gallons); tar and pitch, 705 barrels (645 barrels). Imports from Mexico in 1925 included $206,002 worth of tar, turpentine and pitch.

Change in New Orleans Address

The Chickasaw Cooperage Co. has moved its New Orleans offices from 1120 Hibernia Bank Building to 1102 Canal Commercial Building. The executive offices of the company are in Memphis, Tenn.

Colwell Cooperage Company in New Headquarters

Advice has been received from the Colwell Cooperage Co. that on their fiftieth birthday, April 1st, they removed their general offices from 120 Broadway to 245 Broadway, New York City.

Struthers-Ziegler Cooperage Co. Announce Change of Address

The Struthers-Ziegler Cooperage Co., Detroit, Mich., announce that on April 1, 1926, they removed their general offices from 1314 Lafayette Building, Detroit, to 403 West Baltimore Avenue. (S. W. corner Cass Avenue), Detroit. Their new location is one block south of the General Motors Building.

What Barrel Using Industries Are Doing

98% of Hastings Potato Crop Is Shipped in Wooden Barrels

HASTINGS, FLA., April 19, 1926.

EDITOR, "THE JOURNAL":

The prospects are very bright for a fair potato crop this year. Digging started here about ten days ago and up to the present time there have been about 125 to 150 cars moved out of this district. The movement this week will be a little heavy, *i. e.*, from 40 to 60 cars daily. The market prospect is very fine also. Nothing has been sold for less than $10 per barrel on No. 1's and $8 on No. 2's. The old potato crop is very short and the present outlook is that these prices will hold good throughout the entire season.

Ninety-eight per cent. of the packages that go out of this district are U. S. Standard barrels (wooden). These go out with double wooden heads and hold 165 pounds net of Irish potatoes. It is estimated that last year there were around 700,000 barrels used, and present indications are that there will be around 600,000 used this year. Last year the average yield per acre for the entire section was 52 barrels per acre, and due to adverse weather conditions the yield this year, judging from those crops that have already been dug, will run from 30 to 40 barrels per acre, a material decrease.

Yours very truly,

HASTINGS POTATO GROWERS' ASSOCIATION.

ROBERT EVANS.

Large Acreage of Hastings Potatoes

According to reports from Hastings, Fla., received by the *New York Packer*, approximately 14,000 acres of Spaulding Rose No. 4 potatoes are approaching maturity. Weather conditions have been ideal, with plenty of rain and plenty of sunshine. With the exception of an occasional field, probably about one in 20, there is no sign left of any damage from cold weather during the early growing period. A large per cent. of the crop is in fine shape and showing a healthy growth.

The whole potato belt is one continuous scene of activity with the cultivators putting last touches on later planted crops.

Spraying machines with their clouds of dust, trucks loaded high with empty barrels destined for fields about to give up their harvests, travel on and on to the early crews already at work digging, packing, grading, hauling, and finally loading the potatoes onto the cars.

Normal Yield of 40 Barrels to Acre

When asked for his views on the potato crop, G. W. Waller, well-known potato grower and distributor, said in part: "The outlook now is for a normal yield of around 40 barrels to the acre, giving an output of several hundred cars under last year's crop, based on seed planted. Weather is now favorable, warm during the day and cool and dry at night. We anticipate good quality. Very little blight has appeared so far. The season's peak this year will come about May 10th to 15th. The Hastings potato belt should move around 3,000 cars as against 3,400 last year.

Tung Oil Industry Will Be Developed

Prospects for a new and profitable industry for the Southern States—tung oil production—are favorable, according to C. C. Concannon, chief of the Commerce Department's chemical division. This infant industry will become a large wooden barrel user as it grows in extent.

Tung oil, or China wood oil, is an important raw material used in the manufacture of high-grade varnishes and linoleums, possessing valuable drying and wearing qualities which are particularly desirable in water-resisting finishes. The oil is extracted from the nuts of trees of the Aleurites family, indigenous to China, and all commercial oil at present on the market is imported from that country. Last year the United States purchased more than 100,000,000 pounds, valued at $11,400,00, from China.

According to Mr. Concannon, growing possibilities have been proven in Florida, Alabama and Louisiana. Climatic and other conditions seem favorable in other southern localities, such as parts of Georgia, Mississippi and other States.

It is understood an American company is planning to construct a central crushing plant, equipped with modern machinery, in the vicinity of Gainesville, Florida, as soon as the trees, which are now planted in the South, bear sufficient nuts to warrant commercial extraction of the oil. There are now about 2,000 acres under cultivation and 200,000 trees have been set out.

New Dairy Products Factory Being Constructed in Ireland

The Condensed Milk Company of Ireland has started work on the construction of a condensed milk and butter factory at Tipperary, writes American Consul H. M. Collins, Dublin, Ireland, in a report received in the Foodstuffs Division of the Department of Commerce. The building will be of steel frame work, and will employ about 200 persons in the production of dairy products for the domestic and export markets.

No Cause for Pessimism in Chemical Trade

HEYDEN CHEMICALS CORP., FORDS, N. J.—Trade is good at present and we are optimistic as to future. Our supply of cooperage, barrels, etc., is well provided for at present.

Chemical Demand Ahead of Last Year

Consumption of chemicals is holding up to the high standards established in recent months. Seasonal falling off in activity is making itself felt in some manufacturing lines, but this is offset by enlarged operations in other industries and there is evidence that total consumption of chemicals is running ahead of that for the corresponding period of last year. Price changes in the past month were infrequent with no decided trend to the market.

Outstanding in developments has been the pronounced gain in activity in the fertilizer trade as compared with the early months of 1925.

Expect to Reach Output of 80,000 Potato Barrels this Season

The Waters Lumber Company, Washington, N. C., have had their barrel factory in operation since last fall and expect to have a season's output of 80,000 potato barrels. At present the capacity is 70 barrels a day, but they plan to increase the capacity to 125 barrels a day.

Use 10,000 Powdered Milk Barrels Yearly

AYER & MCKINNEY, PHILADELPHIA.—Business with us is good. We use approximately 10,000 powdered milk barrels annually and are in the market for a quantity at this time.

Present Business Good

C. S. KALE, CANNING CO., EVERSON, WASH.—Business with us right now is good. We use approximately 1,400 50-gallon paraffine-lined fir barrels for raspberries, etc. These barrels we purchase in Seattle.

Look for Continued Good Business in Industrial Oils

L. SONNEBORN SONS, INC., 114 FIFTH AVENUE, NEW YORK CITY.—We find business is good and our opinion is that it will continue so for some time to come. While we operate a cooper shop, we are not in the market for any stock at present.

Fish Oil Business Ahead of Last Year's Volume

WM. F. NYE, INC., NEW BEDFORD, MASS.—We are pleased to advise that our business is ahead of last year at this period by a very small margin. Sales of sperm oil and our porpoise jaw watch and clock oil are good, but on our other products are rather spotty. We are not in the market at the present time for any cooperage.

National Forest Commission Authorizes Purchase of Forest Lands

An important step in national forest policy was inaugurated when the National Forest Commission authorized, under a recent law, the purchase of forest land for timber production. Heretofore lands have been purchased only for stream protection. The broadening of the policy, according to a statement issued by W. W. Ashe, secretary of the commission, insures the carrying to completion of an adequate Federal forestry plan by permitting purchases in the Lake States and in the pine region of the Southern States.

The commission also authorized the purchase of 83,205 acres at an average price of $5.20 an acre as additions to the Eastern National Forests, of which 1,067 are in the White Mountains, 636 acres being in Maine and 431 in New Hampshire, 56,543 in Pennsylvania, 12,995 in West Virginia, 1,935 in Virginia, 846 in Georgia, 7,386 in Tennessee, 1,494 in Arkansas, 533 in South Carolina, and small areas in North Carolina and Alabama. This increases the area of these forests to nearly 2,690,000 acres.

The establishment in the Lake States of two new purchase units having a gross area of 2,245,078 acres was authorized, and the purchase of 51,000 acres in Michigan, at $1.00 an acre, was approved.

Forest Products Laboratory to Issue New Wood By-Products Directory

The Forest Products Laboratory is now revising the listings in its Wood By-Products Exchange and preparing a new edition of the Wood By-Products Directory. Firms that desire to apply for membership can do so at this time and get their names in the new directory.

The exchange supplies a medium through which producers can locate markets for small trimmings, edgings, squares and odd-sized pieces of wood, and through which wood-consuming plants can find sources of raw material which will meet their requirements.

Anyone who desires may become a member of the exchange. There is no charge for the service, and the laboratory welcomes concerns as members who are seriously interested. It is an intermediary service handled by the government, entails no obligations on the members, and is operated in order to assist in the more complete utilization of low-grade and odd-sized material.

How the Exchange Operates

The Forest Products Laboratory builds up a membership for the exchange by sending questionnaires to the producers inquiring as to the kind, size and amount of by-product material they have to sell and by the same method discovers what the consumers want to buy. These data are then classified in three groups and distributed in mimeographed form.

One report, entitled "List of Buyers," contains the names and addresses of companies and individuals who desire to buy all or a part of their raw material in the form of by-products and waste from other operators and detailed descriptions of the kinds, sizes and shapes of waste material which will meet their requirements. These reports are sent to all producers of low-grade and waste material who are listed on the exchange and upon request to anyone else.

Another report, entitled "List of Sellers of Square-Edged Cuttings in Random or Specified Sizes," gives comparable data for sellers and is sent to all consumers listed on the exchange who are in the market for this class of material.

A third report, entitled "Lists of Sellers of Sawdust, Shavings, Slabs and Edgings," is like the report immediately above except as to the kind of material listed and is distributed in the same way.

Supplements to these reports are issued as occasion arises, and embrace changes in membership, suggestions as to new markets, listings of new material for sale, methods of storing, and any other information which might be helpful in making the exchange of greater service to the public.

The New Walter Johnson Truss Hoop Rounder

To a representative of THE JOURNAL who called on him in Chicago recently, Mr. Walter Owen Johnson, of the T. Johnson Company, the well-known manufacturers of tight cooperage, described the purpose and merits of his personal invention on which patents have been granted—The New Walter Johnson Truss Hoop Rounder. From all indications this new device is filling a long-felt want in the cooperage trade. Mr. Johnson stated that every user has expressed complete satisfaction with the results obtained from the use of this new truss hoop rounder.

Practically speaking, the Johnson truss hoop rounder is a hand-operated device, for re-conditioning truss hoops, making them perfectly level and true to templet. By the use of this new truss hoop rounder the difficulties formerly experienced in trueing truss hoops are removed most satisfactorily and completely. In other words, it puts the bevel on the truss hoop and makes it a perfect circle.

Mr. Johnson outlines the operation of his truss hoop rounder as follows: "When truss hoops get out of round and become lopsided, throw the hoop into the furnace. When the hoops become hot place them in the machine and screw down the machine. Then flood the bed of the machine with water. This shrinks the hoop on a cone to the exact size wanted. This process is eminently practical, as can be readily grasped by every man in the cooperage business, and the results obtained are instantly satisfactory."

Further particulars and prices of the new Johnson truss hoop rounder will be forwarded by the T. Johnson Company, 1046 W. Thirty-eighth Street, Chicago, Illinois, on request.

New Plant to Operate

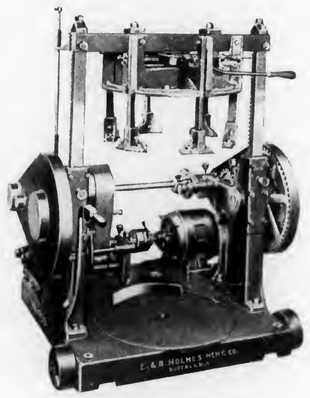
The Buffalo Barrel & Keg Co., 1317 Elk Street, Buffalo, N. Y., will have their new plant in operation within a month or six weeks.

Holmes New Portable Hoop Driver

A newcomer to the ranks of cooperage machinery is a portable hoop driver manufactured by the E. & B. Holmes Machinery Company, 45 Chicago Street, Buffalo, N. Y.

In describing this new hoop driver, its manufacturers have the following to say:

"This machine, known as our No. 153 Portable Hoop Driver, is of an entirely new design, the base being carried on three large roller-bearing casters with a raising screw on the rear caster. By lowering the rear caster the machine can be drawn to any desired location and instantly put in operation as the 3 H. P. motor is carried on the base of the machine.



Holmes No. 153 Portable Hoop Driver.

"At its extreme height the machine does not exceed five feet six inches, so that even though head room be limited in barrel plant or warehouse, the machine can be used to advantage as a hoop driver or a re-driver, as desired.

"The driving head carrying six driver arms with the double-swiveled drivers is actuated by two racks driven by a double train of steel cut gears.

"The machine is also built as a stationary hoop driver which can be driven from an overhead countershaft or by a motor on the base, as preferred.

"Barrels from 14-inch to 24-inch head diameter and up to 36-inch length staves can be driven. The machine occupies a floor space of only 48 by 48 inches and weighs 2,400 lbs."

Cooperage Company Incorporates

The Union Cooperage Company, Seattle, Wash., has filed articles of incorporation with a capital of $25,000.

Buying Additional Timber

It is reported from Hazard, Ky., that representatives of the Louisville Cooperage Co., Louisville, Ky., have been in the Yellow Creek section closing a deal for several hundred acres of oak timber.

Tupelo-Gum Timber Coming Into Its Own

A report from New Orleans states that cypress swamps in the South have yielded richly in valuable timber, but have never heretofore been regarded as profitable for reforestation. The "wood eternal," as it has been advertised, has been cut out clean, leaving only the "poor relations" of the swamp land, chiefly tupelo gum, a tree long considered to be of very little worth.

Now comes a forester, E. W. Hadley, of the Southern Forest Experiment Station, to say that tupelo gum, the cinderella of the swamp, is coming into its own silviculturally, and may be the savior of these dismal areas. Cypress will not reproduce rapidly or dependably enough to make reforestation possible there, but tupelo reproduces promptly and adequately. The growth of industry in the South and the demand elsewhere for southern woods promise an outlet for this wood.

The total area of cypress-hardwood land is estimated at 32 million acres, or more than one-fourth the area of the combined southern pine forests. On the land already cut over are plenty of tupelo seed trees, and practically none of cypress. Stands of tupelo in Louisiana are growing at the rate of one cord of peeled wood to the acre each year.

Ira R. Gibbs has begun operations at his tight stock plant at Fort Smith, Ark.

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FOR SALE—One stave mill on railroad. Equipped to cut gum and oak staves. Plenty of timber. Address P. O. BOX 212, Selmer, Tenn.

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FOR SALE—30,000 acres of hardwood in Union and Ashley Counties, Arkansas. Missouri-Pacific crosses this tract, also water transportation. Gum, oak, pine, cypress, pecan, persimmon, 234,090,000 feet, 231,590 ties, 2,450 cords of persimmon. Tract in fee, $42 per acre. Address W. A. BRANNEN, 816 W. Sixth Street, Little Rock, Ark.

FOR SALE—756,000 feet standing timber, oak predominating. Excellent stave proposition—about one million feet; more could be bought. Four miles from main line of Southern Railway. Address FRANKLIN TRADING CO., Woodville, Ala., R2.

KEGS FOR SALE

FOR SALE—5,000 oak kegs, single head; size approximately 13" diameter, 19" high. Address SMITH & DUNNE, INC., Jacobus and Pennsylvania Avenues, South Kearny, N. J.

SECOND-HAND BARRELS WANTED

WANTED—Carloads of 30-gallon, tight-bottom herring and mackerel barrels. Address HENRY A. THORNDIKE, P. O. Box 43, Newport, R. I.

WANTED—Carload quantities of hardwood unpainted lard barrels. AMERICAN COOPERAGE CO., Eleventh and Fayette Streets, Baltimore, Md.

MACHINERY FOR SALE

FOR SALE—Full set practically new tight cooperage machinery, consisting of Glader automatic hoop cutter, coiler and punch, Glader automatic riveter and expander, Holmes trusser, crozer and windlass. Straight hooper and jointer—one wheel for keg staves and one for long staves. Oram pony planer. Chuck rings and truss hoops for packages from 5 to 60 gals. Address "M. M. C.," care of The National Coopers' Journal," Philadelphia, Pa.

FOR SALE—THE FOLLOWING COOPERAGE MACHINERY

1 Oram hoop punching, flaring and shearing machine.
1 No. 26 Holmes chipper.
1 No. 24 Holmes dish stave jointer.
1 Oram double wheel jointer.
1 Oram heading rounder.
1 Glader Chicago bush machine (heavy duty).
3 Oram large size hoopers.
1 Large Gerlach bolt saw.
2 No. 70 bung and bush machines.
1 No. 15 Holmes crozer.
1 Glader (heavy duty) double punch machine.
1 No. 23 Holmes stave hollower.
1 No. 18 Holmes 24" heading planer.
2 No. 19 Holmes heading rounders.
1 No. 6 Holmes equalizer.
1 No. 55 Holmes stave bender.
1 No. 17½ Holmes heading jointer and doweler.
1 No. 34 Holmes riveter.
2 Pflueger Portland bush machines.
3 Oram post borers and bush machines.
1 No. 21 Holmes dowel pin machine.
1 No. 110 Holmes double spindle boring and bush machine.
1 No. 16 Holmes tight barrel lathe.
1 No. 18 Holmes heading planer.
1 No. 74½ Holmes hooper.
1 No. 47½ Holmes hooper, 6" rack.
1 No. 47½ Holmes hooper, 10" rack.
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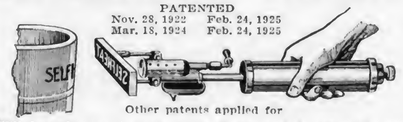

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Hynson Company, The, St. Louis, Mo. ..... I. B. C.
Redlich Mfg. Co., 647 W. Oak St., Chicago, Ill. 28
U. S. Bung Mfg. Co., Brooklyn, N. Y. ..... F. C.

DRAG SAWS, ETC.

Pennoyer Co., J. C., Chicago, Ill. ..... •
Rochester Barrel Machine Works, Rochester, N. Y. ..... B. C.
Trevor Manufacturing Co., Lockport, N. Y. 6

DRY KILN MANUFACTURERS

Standard Dry Kiln Co., Indianapolis, Ind. ..... I. F. C.

ELM HOOP MANUFACTURERS

Bartlett, O. L., Mound City, Ill. 28
Peel & Bro., J. M., Lake Village, Ark. 29

EXPORTERS

Henning, Inc., E., Chicago, Ill. 27
Jerry & Co., Stephen, Brooklyn, N. Y. 26
Pekin Cooperage Co., 320 Spring St., New York, N. Y. 28

HOOP MACHINES

Hynson Company, The, St. Louis, Mo. ..... I. B. C.
Rochester Barrel Machine Works, Rochester, N. Y. ..... B. C.
Trevor Manufacturing Co., Lockport, N. Y. 6

IMPORTERS (Cooperage and Cooperage Stock)

Webster & Bro., James, Liverpool, Eng. 29

MACHINE KNIVES AND SAWS

Gerlach Co., The Peter, Cleveland, Ohio 15

NAILS, STAPLES, TACKS, CLEATS, ETC.

Colwell Cooperage Co., New York, N. Y. 27
Hynson Company, The, St. Louis, Mo. ..... I. B. C.
Redlich Mfg. Co., 647 W. Oak St., Chicago, Ill. 28
Stanley Co., The Geo. W., Belleville, Ill. 28
Van Aken Cooperage Co., C. M., 141 Broadway, N. Y. C. 7

PAIL AND TUB MACHINERY

Gerlach Co., The Peter, Cleveland, Ohio 15
Goodspeed Machine Co., Winchendon, Mass. 26
Trevor Manufacturing Co., Lockport, N. Y. 6

SECOND-HAND BARRELS

Heidt & Son, C., Jersey City, N. J. 27
Keesey, John, Wilmington, Del. 26
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 28

SLACK BARREL MAKERS AND BARREL STOCK

Colwell Cooperage Co., New York, N. Y. 27
Farmers Manufacturing Co., Norfolk, Va. 27
Greif Bros. Cooperage Co., Cleveland, Ohio 5
Heidt & Son, C., Jersey City, N. J. 27
Jacobs Cooperage, K. W., Milwaukee, Wis. 28
Jerry & Co., Stephen, Brooklyn, N. Y. 26
Murray, C. E., Decherd, Tenn. 26
O'Donnell Cooperage Co., N. and H., Philadelphia, Pa. 28
Pensacola Cooperage Co., Pensacola, Fla. 28
Sandusky Cooperage and Lumber Co., Chicago, Ill. 8
Skuse's Cooperage, Rochester, N. Y. 28
Walsh Sons, Morris, Pittsburgh, Pa. 26

SLACK BARREL STOCK (Manufacturers or Dealers)

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Southern Cooperage Co., New Orleans, La. 29
Struthers-Ziegler Cooperage Co., Detroit, Mich. 7
Van Aken Cooperage Co., C. M., 141 Broadway, N. Y. C. 7
Voll Cooperage Co., St. Louis, Mo. 8

SLACK COOPERAGE STOCK (Manufacturers and Dealers)

Bartlett, O. L., Mound City, Ill. 28
Bolz Cooperage Corp., St. Louis, Mo. 3
Cate-LaNieve Co., Inc., Memphis, Tenn. 5
Colleton Mercantile & Mfg. Co., Ravenel, S. C. 4
Colwell Cooperage Co., New York, N. Y. 27
Davis Stave Co., W. M., Memphis, Tenn. 4
Fields-Lattu Stave Co., Dyersburg, Tenn. 29
Gideon-Anderson Co., St. Louis, Mo. 26
Greif Bros. Cooperage Co., Cleveland, Ohio 5
Henning, Inc., E., Chicago, Ill. 27
Himmelberger-Harrison Lumber Co., Cape Girardeau, Mo. 5
Jerry & Co., Stephen, Brooklyn, N. Y. 26
Mill Shoals Cooperage Co., St. Louis, Mo. 8
Murray, C. E., Decherd, Tenn. 26
Peel & Bro., J. M., Lake Village, Ark. 29
Pennoyer Co., J. C., Chicago, Ill. ..... •
Poessel & Co., A. L., Chicago, Ill. 26
Powell Cooperage Co., Memphis, Tenn. 4
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Sheahan Co., B. C., Chicago, Ill. 28
Skuse's Cooperage, Rochester, N. Y. 28
Smith Lumber Co., W. T., Chapman, Ala. 7
Struthers-Ziegler Cooperage Co., Detroit, Mich. 7
Sutherland-Innes Co., Ltd., Chatham, Ont. 26
Trexler Cooperage Co., Allentown, Pa. 29
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Walsh Sons, Morris, Pittsburgh, Pa. 26
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SPRAYING MACHINES

Eureka Machine Co., 2605 Vega Ave., Cleveland, Ohio. ..... I. B. C.

STAVE AND HEADING MACHINERY

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Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... I. F. C.
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STEEL AND WIRE HOOPS

American Steel and Wire Co., Chicago and New York 27
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TIGHT BARREL MAKERS AND BARREL STOCK

California Barrel Co., San Francisco, Calif. 28
Chickasaw Wood Products Co., Memphis, Tenn. 27
Hudson & Dugger Co., Inc., Memphis, Tenn. 6
Michel Cooperage Co., Sandusky, Ohio 28
National Cooperage and Woodenware Co., Peoria, Ill. 28
Pekin Cooperage Co., 320 Spring St., New York, N. Y. 28
Pensacola Cooperage Co., Pensacola, Fla. 28
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 28
Sutherland-Innes Co., Ltd., Chatham, Ont. 29
Walsh Sons, Morris, Pittsburgh, Pa. 26
Weidl & Bro., A. M., Cleveland, Ohio 28

TIGHT COOPERAGE STOCK (Manufacturers or Dealers)

Brown, D. K., Ruston, La. 29
Cate-LaNieve Co., Inc., Memphis, Tenn. 5
Coleman Co., Wm. H., Jackson, Tenn. 7
Colwell Cooperage Co., New York, N. Y. 27
Eckhardt & Lennon, Monroe, La. 29
Graham Stave & Heading Co., Jackson, Miss. 6
Harlan-Morris Mfg. Co., Jackson, Tenn. 29
Hennen Cooperage Co., The, Lake Providence, La. 29
Henning, Inc., E., Chicago, Ill. 27
Krafft Cooperage Co., St. Louis, Mo. 29
Ozark Timber and Stave Co., Chicago, Ill. 29
Pennoyer Co., J. C., Chicago, Ill. ..... •
Sheahan Co., B. C., Chicago, Ill. 28
Sigman, M. L., Monticello, Ark. 27
Sutherland-Innes Co., Ltd., Chatham, Ont. 29
Wilson Stave Co., W. W., North Little Rock, Ark. 29

TIGHT STAVE MANUFACTURERS

Adams, G. F., Ruston, La. 27
Eckhardt & Lennon, Monroe, La. 29
Henning, Inc., E., Chicago, Ill. 27
Reinschmidt Stave Co., Quitman, Ga. 29
Sigman, M. L., Monticello, Ark. 27
Sutherland-Innes Co., Ltd., Chatham, Ont. 29
Wilson Stave Co., W. W., North Little Rock, Ark. 29

TRUSS HOOP ROUNDER

Johnson Co., T., Chicago, Ill. 6

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Our unexcelled
Barrel Heater
Over 30,000 Now
in Use

"The Champion" Heats More Barrels and Does it Better Than Any Other Heater Made

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Largest Exclusive Coopers' Tool Supply House In the World

WHEN it comes to coopers' tools and supplies "Hynson" stands second to none. We manufacture our products and are always stocked to handle orders promptly and satisfactorily. There is nothing the barrel maker needs that we can not supply. Place your orders with us now.

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New Coating Spray

for coating the interior of barrels, kegs, tubs, boxes, cans, etc., with a protective lining.

A package is laid over spray nozzle, the lever is pulled back and forth several times, and the package is coated. This outfit will show a big saving in time, labor and coating material. We build several styles and models, operating by hand or power.

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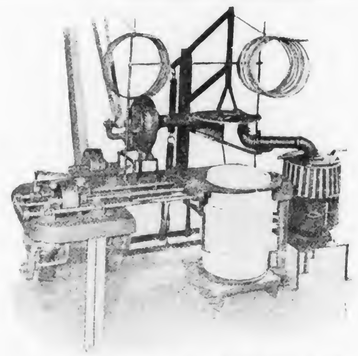
EUREKA MACHINE CO.

2605 Vega Ave. CLEVELAND, O.

Sole Agents for Great Britain:
Matthew Wylie & Co., Glasgow, Scotland



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for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

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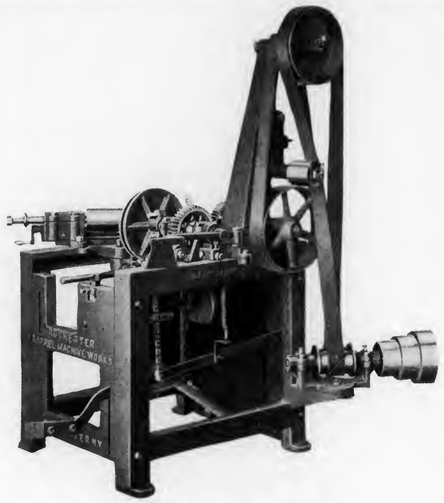

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The National COOPERS' JOURNAL

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Why—

do some [possibly many] plants in the cooperage industry carry the load due to the losses of poor kiln drying and poorly dried material—methods have changed very much recently—have you, *personally*, looked over your kilns at all recently or considered your drying?—can you afford not to—get our free literature—no obligation—address us at 1521 McCarty St., Indianapolis, Ind., The STANDARD Dry Kiln Co., and learn about

SOFTEX

Vol. 42, No. 2 Philadelphia June, 1926

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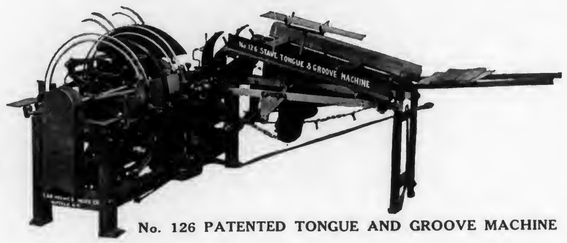
SLACK BARRELS

Is Tongued and Grooved Staves

Buy the Holmes Machine



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Our unexcelled Barrel Heater
Over 30,000 Now in Use

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Largest Exclusive Coopers' Tool Supply House In the World

WHEN it comes to coopers' tools and supplies "Hynson" stands second to none. We manufacture our products and are always stocked to handle orders promptly and satisfactorily. There is nothing the barrel maker needs that we can not supply. Place your orders with us now.

Hynson's O. K. Croze, all metal

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ST. LOUIS ∴ MISSOURI

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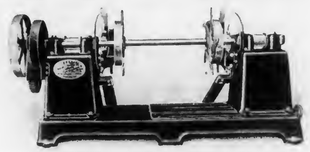

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The Automatic Stave Crozer is built in two types, one for working Nail Keg and Slack Barrel Staves, the other for Equalizing, Chamfering and Howelling Rosin Barrel Staves

An ingenious centering device permits saws to trim an equal amount from each end of stave.

Machine works Cylinder Sawn, Knife Cut or Flat Staves 15" to 42" long, and is furnished with countershaft, chain feeder and discharge.

Daily capacity 20,000 to 40,000, depending upon class of staves.

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for coating the interior of barrels, kegs, tubs, boxes, cans, etc., with a protective lining.

A package is laid over spray nozzle, the lever is pulled back and forth several times, and the package is coated. This outfit will show a big saving in time, labor and coating material. We build several styles and models, operating by hand or power.

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WIRE HOOPS

WITH the number of products packed in barrels rapidly increasing, manufacturers and shippers everywhere are realizing the full importance of the barrel in modern commerce. They are devoting more time and attention to its proper construction.

Barrels bound with American Wire Hoops measure up to every requirement of present day packing and transportation. American Wire Hoops mean longer life for barrels, and their low price reduces the cost of the completed package.

Bind *your* barrels with American Wire Hoops and assure your customers of added satisfaction.

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Air-dried and Kiln-dried
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First-class
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Mills located in Indiana, Louisiana, Mississippi, Missouri, Arkansas and Alabama

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Hot Process Galvanizing of Hoop Steel in Coils and Cut Lengths

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In Best Quality Slack Barrel

Staves, Hoops and Heading

Orders for Straight or Mixed Cars
can be handled efficiently and quickly, as
we can assemble at advantageous points

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Kegs and Barrels—Hoops, Staves, Headings
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properly made from
Southern Pine by men
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Cooperage Stock
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Any size Heading from 12 inches to 24 inches

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Satisfaction Guaranteed

Matched Cars

We manufacture
Slack Barrel Staves Hoops Heading

Cottonwood Staves are **our specialty,** but we can supply all kinds of slack cooperage stock.

Quality Plus

The W. M. Davis Stave Company
Memphis, Tennessee

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STAVES
HOOPS
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SLACK

Thirty years of Quality production is the foundation upon which our leadership in the trade is based. Our equipment, technical knowledge and experience is placed at your disposal.

Enormous Factory Capacity
Huge Timber Holdings
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Cars Straight, Matched or Mixed

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FIFTY YEARS IN THE BUSINESS

WM. H. COLEMAN CO.
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Red Oak and White Oak
from 9" to 23" in diameter
of the best quality

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BONE DRY—BONE DRY—BONE DRY

BONE DRY—BONE DRY—BONE DRY

DEPENDABILITY

In placing your orders for Heading and Staves, remember that "Bone-Dry" trade mark products always give satisfaction and in the long run cost you less. Our good stock and dependable service merit your continued patronage, or your investigation, if you have not received stock from us in the past.

"BONE-DRY" is the BEST BUY

HIMMELBERGER-HARRISON LUMBER CO.

SALES OFFICE:—Cape Girardeau, Mo.

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REMOVING SINGLE BARREL FROM COLUMN

FUNNEL IN PLACE
OPERATOR PUTTING ON HEAD HOOP

FUNNEL REMOVED
OPERATOR PLACING BILGE HOOP

TELESCOPED BARRELS

Saves Storage Space and Freight Costs.

Skilled Labor NOT REQUIRED for Assembling.

These barrels are heated and can be made ready for use by one man at the rate of from 40 to 60 barrels an hour.

Any quality of stock you want can be used in these telescoped barrels from No. 3 grade to the finest of tongued and grooved No. 1.

Write us for prices.

Sandusky Cooperage & Lumber Co.

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SLACK BARRELS

that are distinguished by a marked superiority of manufacture and materials

TIGHT KEGS

that deliver their contents in perfect order and command the confidence of careful shippers.

Our APPLE BARREL STOCK has won a national reputation for quality and value.

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MILL SHOALS COOPERAGE CO.

SYNDICATE TRUST BUILDING, ST. LOUIS, MO.

SLACK COOPERAGE STOCK

Staves 18" to 48" ASSOCIATED COOPERAGE INDUSTRIES **HOOPS—All Lengths HEADING—All Sizes**

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Mention THE NATIONAL COOPERS' JOURNAL when writing to advertisers.

The National Coopers' Journal

FORTY-SECOND YEAR | **Philadelphia, June, 1926** | $2.00 PER YEAR VOL. XLII, No. 2

New Orleans Cooperage Market Continues Strong

No Let-up in Produce Barrel Demand. Potato Growers Help Swell Volume of Orders. Crushed Fruit and Extract Trade Providing Excellent Business for Tight Barrels

Vegetable shipments are now going out in good volume, and the demand for produce barrels is large. The trade, however, fluctuates with the changes in the weather and other conditions. Here in the city the shippers show a tendency to divide up their patronage and give one order to one shop and the next order to another, so that every shop, in turn, has its busy and its dull days, as far as that particular trade is concerned. Meet a cooper one day and he will tell you that business is going to the dogs, but when you see him the next day he will probably tell you that times are good and trade is booming. Striking an average, it seems that the produce barrel trade is pretty good.

Reports from the branch shops in the country are pretty much like those from the central shops. Some of them are described as barely holding their own, while others, having large contracts with the big produce shippers, are working to capacity.

Potato Barrel Is Having Its Inning

For a time there was a pretty good demand for oyster barrels, and when that season closed the trade in potato barrels set in, and there is now considerable call for these barrels.

Should Convince Green Corn Shippers of Economy of Wooden Barrel

The green corn in the ear sold on this market so far has come from Texas, and these shipments have been received in hampers. The coopers regard this as an indication that most of the green corn shipped this season will go in hampers. For this reason they are not much interested in stock for green corn barrels, but instead are preparing to fill large orders for corn hampers. Time will soon tell whether they are right or wrong, for the green corn shipping season will soon be with us.

The hamper is a convenient package for the small retailer, who only buys an armful of corn at a time, but the man who handles a considerable quantity of green corn should, by all means, buy in barrels. Hampers are supposed to be returnable, but they are flimsy things, of small value, so the retailer puts them out on the walk to be carted off by the garbage man. They would make good kindling, but people here do not use kindling at this season, as they cook with gas, so the hampers are burned on the garbage dumps. Barrels, on the other hand, are sold, after they are emptied, for 20 cents or more each, and when a small dealer empties several barrels every day it becomes an item worth considering.

Good Tight-Barrel Demand for Crushed Fruit and Extracts

In the neighboring parishes, where the main crop is strawberries, there is now a good demand for tight barrels for berries. The berries that are overripe, or that for some other reason are not shipped at once, are packed in tight barrels, in some cases sugared down, and are sold to the packers of preserves, or to the makers of flavoring extracts. The makers of extracts, in turn, are using a good many high-grade new tight barrels for their products, and with the coming of warm weather the bottlers of soft drinks are calling for bottle barrels. It is the great number of small orders like these that keep the trade going here. The day when the cooper was dependent on one big line of business for his living is past.

"Stop at the Sign of the Barrel" Is a Good Slogan

One of the catchiest display advertisements to appear in our city papers for some time is that of a popular refreshment parlor on one of our fashionable boulevards. The "ad" is headed:

"STOP AT THE SIGN OF THE BARREL"

and the sign of the establishment is a prominently displayed barrel, from which a certain well-known soft drink is drawn. "Stop at the sign of the barrel" is a good slogan for many lines of business, and deserves to be generally adopted.

Interstate Cotton Seed Crushers Hold Annual Convention

The Interstate Cotton Seed Crushers' Association has just closed its annual convention held in this city. Mr. Henry Plauche, assistant secretary of the New Orleans Cotton Exchange, in his address to the convention, said in part:

"New Orleans is a real cotton oil market, with half a dozen big refineries and compound plants, and with storage capacity for unlimited quantities of oil. It is by far the largest oil center in the country. It has ample railroad and shipping facilities, and enjoys concentration rates. There is every reason why New Orleans should be the leading cotton oil market, and it will be, and must be, if those interested in the industry would center their efforts on developing and sustaining the efforts put forth by the New Orleans Cotton Exchange."

Cotton Seed Crushers Good Customers of Cooperage Trade

It is pleasing to note that this business is in such a flourishing state, for in spite of their apparent predilection for tin cans, the cotton oil people are good men to do business with and are large users of cooperage. All of the half-dozen big refineries mentioned by Mr. Plauche use barrels, tierces, buckets and tubs, and some of them are large buyers of both cooperage and stock. They also furnish a good market for used barrels. In this business, as in so many others, the used barrel is a source of revenue, but the used tin can is nothing but a nuisance. It can never be used again.

132 Cars of Gasoline Shipped in One Train

Last week there arrived at Westwego, across the river from New Orleans, what is said to have been the longest train ever handled by any railroad. It came from Coffeyville, Kansas, and was made up of 132 cars, carrying one million gallons of gasoline to the Sinclair Refining Company docks.

Oil Trade in Excellent Condition

None of this gasoline was put into barrels, but it is pleasant to know that the oil people are prospering and doing a large business in their various lines of work, for they are large users of barrels. Just at present some of the oil companies are using many wooden barrels for asphalt, roofing paint and other products. Most of their orders are for second-hand tight barrels, and the demand is much greater than the supply.

The Moll Cooperage Co. is now working on large contracts given by some of the oil companies, and it is to be hoped that Mr. Charbonnet, manager of the Moll concern, will be able to convince his customers that if the second-hand barrels are good, new barrels will be better. This is one of the good points of the second-hand barrel trade, the used packages are cheap and they enable the user, at small cost, to learn the advantages of the wooden barrel, and so become a buyer of new barrels when the used packages can not be obtained in sufficient quantities.

New Heading Mill

W. A. Wright has started to build a new heading mill at Scranton, Ark. Mr. Wright states that the plant will be ready for operation about June 1st.

Cooperage in Louisville Reflects Better Business

General Demand Keeps Tight Branch Busy. Potato Growers Now in the Market. Prices of Cooperage and Cooperage Stock Hold Firm

Reports from various cooperage manufacturers reflect a much better spirit at this time than existed for the same period last year. There is an increase in plant operation to be noted, with general conditions and the outlook for the future much improved.

General Demand Keeping Tight Coopers Busy

The demand in tight lines is fairly well divided between barrels and kegs. There is a fair movement of barrels for oil, paints and varnish, while producers of food products, preserves and syrups are buying freely right now. The relatively small amount of whiskey that is coming out of bond today as compared with former days is gradually resulting in a shortage of used whiskey barrels, and certain food product concerns who have been using this type of barrel are finding it necessary to purchase new cooperage.

Flour Mills Preparing to Overhaul Plants

Flour mills in this section will have a temporary close-down about the middle of June in order to make necessary repairs and have a general overhauling of equipment. Operations will be resumed about the middle of July, when the new wheat supply comes in.

With regard to the Kentucky flour situation, every indication points to a short crop of wheat. Reports so far place the total wheat crop at 2,900,000 bushels, compared with the normal average of 8,000,000 bushels and a large-crop average of 11,000,000 bushels. This small wheat crop is due to the wet weather conditions which prevailed during the planting season last fall.

Potato Growers Will Use Many Barrels

On the other hand, there is every prospect of a good first crop of potatoes in July. The potato growers in the Louisville vicinity will use a considerable number of barrels this year, with shipments starting about July 5th. Potato growers have found that in the shipment of early potatoes the barrel can not be surpassed, as it protects the tender skin of the tuber.

No Change in Market Prices—Tight Stock and Barrels Holding Firm

From the price basis, the tight cooperage market is just about the same as last month. Tight staves and heading continue in light production, with dry stock a trifle scarce. This, of course, has a tendency to keep the market firm, and should there be an increased demand for barrels and kegs, there is every possibility of an advancing market.

Tight cooperage stock is quoted at around $1 a set for jointed gum staves and $1.05 a set for jointed oak staves. Red oak oil staves are quoted at about $55 a thousand at the mill, with white oak staves averaging from $65 to $75 a thousand, mill run. Red oak circled heading is offered at 41½ cents a set, and white oak at 43 cents a set. Prevailing prices for gum heading average from 38 cents to 39 cents a set. With regard to gum heading, there may be lower quotations as the summer progresses, due to the fact that the market on gum lumber is reduced, and indications are that more gum timber will go into cooperage stock in the next few months. Nevertheless, rain and wet weather continue in various sections of the South, resulting in poor logging conditions, and this may offset any tendency to lower prices from other causes.

The average quotations for tight barrels and kegs as of May 20th are listed below, with 10 cents a package added on less than cars and 25 cents a package on lots of less than 25:

	Red Oak		White Oak	
	Contract	Spot	Contract	Spot
1 Gal.	$ .63	$ .55	$ .73	$ .60
2 Gal.	.80	.65	.90	.70
3 Gal.	.85	.80	.95	.85
5 Gal.	1.15	1.00	1.25	1.10
10 Gal.	1.55	1.43	1.65	1.53
15 Gal.	1.75	1.60	1.90	1.70
20 Gal.	2.15	1.80	2.30	1.90
25 Gal.	2.25	2.15	2.40	2.30
30 Gal.	2.35	2.25	2.50	2.40
50 6Hp.	3.00	2.90	3.25	3.10
50 8Hp.	3.20	3.10	3.40	3.25

	Spirit		Charred	
	Contract	Spot	Contract	Spot
1 Gal.	$ .95	$ .85	$1.10	$1.00
2 Gal.	1.15	1.00	1.30	1.15
3 Gal.	1.35	1.20	1.50	1.35
5 Gal.	1.90	1.75	2.10	2.00
10 Gal.	2.25	2.10	2.50	2.35
15 Gal.	2.45	2.30	2.70	2.55
20 Gal.	2.90	2.70	3.15	2.95
25 Gal.	3.20	3.10	3.45	3.35
30 Gal.	3.45	3.30	3.70	3.55
50 6Hp.	...	...	...	...
50 8Hp.	5.05	4.90	5.55	5.40

Flour barrels are quoted at around 85 cents each, with produce barrels at 65 cents and one-head produce barrels at from 50 to 55 cents.

What They Say

"Jim" Williams, of Chess & Wymond Co., stated that they are producing about 3,250 barrels and kegs a day, and while this is somewhat less than capacity, which is 5,000 a day when crowding, it represents a very good volume.

"Art" Herb, of the Atlantic Tank and Barrel Co., stated that while business is not rushing, volume is somewhat better than last year, and general conditions are more promising for the future.

J. N. White, of the Louisville Cooperage Co., remarked that while prices are not attractive, and business not showing much improvement, the volume of tight cooperage produced is a little over half capacity.

A. W. Wright, at the Gambrinus Cooperage Works of Philip Sengel & Son, said the company is doing a little better in the ice cream cabinet and wooden ice cream packing bucket business, as the busy season is close at hand. On the other hand, the tank department and both the slack and tight cooperage departments are finding business a little slow. This company has always catered to the brewing and distilling industries, and the prohibition amendment has naturally greatly reduced their trade.

Buffalo Coopers Await Opening of Apple Season

The improved conditions in lake navigation have redounded to the benefit of the cooperage trade in Buffalo, as it has enabled the flour millers to obtain additional supplies of grain. For a time it looked very much as if the millers would have to encounter a severe shortage of materials because of the severe weather conditions prevailing, which delayed the opening up of navigation, but the "winter" broke sufficiently in the last month or so to make it possible for them to replenish their stocks.

The mills are not pushed with foreign flour orders, nevertheless some export business is being done, and Buffalo slack barrel makers are getting their share of the business for barrels.

Apple Crop Will Fulfill Expectations

There is every promise of a fine apple crop this year. The cold weather which affected the flour trade adversely, as noted above, has in a measure helped the apple growers, in that there was no premature budding of trees to be later killed by frost. Of course, it is impossible to predict weather conditions this year, but no one believes that there will be any danger to the apple crop from frost from now on, and we can look for a very good demand for apple barrels and apple-barrel stock when the season opens. Country coopers are not buying stock heavily at present, although there is a fair movement of the material at this writing. The trade appears to be awaiting the actual beginning of the apple season before placing its orders for stock. This will undoubtedly mean a rush when the apple grower makes his demand for barrels.

Buffalo Slack Stock Prices

The average quotations made for slack stock here as of this date (May 20th) are about as follows:

5′ 6″ hoops	$16.00 to $16.25
6′ hoops	16.75 to 17.00
6′ 9″ hoops	17.25 to 17.50
No. 1, 28½″ gum mixed staves	19.00 to 19.25
No. 1, 30″ gum mixed staves	19.75 to 20.00
Mill-run, 28½″ cottonwood	13.25 to 13.50
No. 1, 17⅛″ basswood heading	13¾c to 14¼c
Mill-run, 17⅛″ h'dw'd heading	10¾c to 11¼c
Mill-run, 17⅛″ pine heading	9¾c to 10c

Suffers Fire Loss

The plant of the Greenville Hoop Company, at Greenville, Miss., was recently destroyed by fire. The loss is estimated at $60,000 and was partially covered by insurance. The company states that the plant will be rebuilt immediately.

The National Coopers' Journal
DEVOTED TO THE COOPERAGE INDUSTRY

ESTABLISHED 1885

Associated Cooperage Industries

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The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Don't Miss

The Sesqui-Centennial
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Competition — What its use or misuse means to all industry and business

WHAT the competition of the future will be is a matter that is holding the full interest of American business today. We constantly hear of combinations of large corporations, and the consolidation of smaller units, as well as the organization of new corporations with gigantic capital investments.

Many are wondering whether there is to be a swinging back to the conditions that resulted in the passage of the Sherman and Clayton Anti-Trust Acts. In other words, is American business drifting into a monopolistic future? Is the current of big business carrying the country into channels that lead to a widespread battle for business and industrial control, or into an era of destructive restraint of trade.

Some of the best informed and keenest minds of the country, manufacturers, industrialists, economists, etc., are giving this subject exhaustive thought, and if their opinions are to be accepted as of value and worth, the present new order of combination and consolidation holds no dangers to the public welfare. It is interesting, therefore, to note Secretary Hoover's remarks with regard to the growth of these large units of production and distribution. In his recent talk before the United States Chamber of Commerce, Mr. Hoover said: "There is much confusion about big business combinations in the public mind. I believe the public generally realize that we get better conditions of labor, lower production costs, and better products sold on narrower margins of profit out of mass production, both in manufactured goods and in transportation power and other services."

Mr. Hoover further pointed out that, while the public has a natural fear that the great corporation units which are appearing on the business horizon may be used for domination and extinction of equality of opportunity, the condition which resulted in present existing legislation to compel competition, nevertheless, by degrees, we are overcoming this fear because competition in many lines has become so destructive as to prove highly unprofitable to both industry and the public alike.

There is no chance of misunderstanding Mr. Hoover's viewpoint. He believes strongly that full constructive competition must be preserved in the manufacture and distribution of commodities. "The very virility and strength of our whole economic system," according to Mr. Hoover, "springs from spontaneous enterprise and the stimulation of competition. It is the impulse of invention and improvement, but does not necessarily imply destructive competition. It does imply that we must maintain a sufficient number of independent units in any given industry to assure us that the fundamental competition is sustained."

THE JOURNAL sees no danger to the cooperage industry from monopolistic control, for the reason that we do not believe a monopoly in cooperage lines could exist. Therefore, our trade has nothing to fear from the outside influence of combinations in general business.

However, on the other hand, there is a danger lurking within our own boundaries which, should it become prevalent, could become more menacing to the welfare of the cooperage trade than monopoly. We refer to ill-advised competition, which lowers the market price without increasing the volume of business one iota. The cooperage manufacturer who quotes an extremely low price does not usually get the order; he merely lowers the selling price and reduces the legitimate profit of his competitor.

There is no doubt, whatever, but that ill-advised competition in industry has been one of the fundamental reasons for the organization of large business units, and, while as stated, the cooperage industry need have little fear of monopolies in its trade, there is every danger that ill-advised competition will ultimately lead to the destructive competition mentioned by Mr. Hoover, with the result that the market may become disorganized just at a time when an increased volume of trade becomes apparent. Everyone realizes that a disrupted price market can not be corrected in a day, and many times the possible and perfectly legitimate profits from better business conditions are lost through the extremely low prices engendered by destructive competitive practices.

THE JOURNAL strongly urges cooperage and cooperage stock manufacturers

to watch their costs closely, not only production costs, but selling costs and overhead, with particular attention to overhead, because with a knowledge of actual costs each and every one will be in position to price for profit rather than mere volume and pricing thus, a well-organized and firmly stabilized market will be established.

With President Kahn at the helm continued association and trade progress is assured

THE JOURNAL extends its heartiest congratulations to Mr. E. J. Kahn, upon his election as President of The Associated Cooperage Industries of America, and to the Association upon its excellent choice for a presiding officer. Mr. Kahn is possessed of every attribute necessary to leadership and wonderful accomplishments in behalf of the Wooden Barrel and the Cooperage Industry may be expected during his administration. But no man, no matter how progressive or capable he may be, can do it all. There is a limit beyond which no individual can "carry on" without the full support of his fellow-men or his associates, and THE JOURNAL makes an earnest appeal to each and every member of the Cooperage Industry to get behind President Kahn in his work and give him their entire support, that the greatest good may accrue to The Associated Cooperage Industries of America during the year to come.

Our industry has advanced far along the road toward permanent business success within the last few years. There is a greater understanding today of the problems which face us than ever before, yet there is still much to be accomplished, and it is only by every one of us working together, shoulder to shoulder, that we will attain the ends desired. Therefore, whether we are Association members or not, let us extend to President Kahn every co-operation, so that the cooperage industry may continue along the road of progress and finally gain the highest peak of achievement.

Future outlook profitable for entire cooperage industry—Apple season will yield big trade

TO those members of the cooperage trade who have any misgivings as to the immediate future of their industry, the feeling of conservative optimism that was unmistakably apparent throughout the Eleventh Annual Convention of The Associated Cooperage Industries of America should act as a reviving tonic, and at the same time dispel all doubts. Among the two hundred or so members of the Association who were present in St. Louis during the convention, it was, indeed, hard to find one who did not express the opinion that the outlook for the cooperage industry is brighter right now than it has been in a number of years.

True, no one anticipates a boom period, nor is a boom period desirable, but every indication is that the coming months will see a steady increase in orders for cooperage and cooperage stock, both tight and slack.

The opinions, as expressed by the cooperage men in attendance at the St. Louis meeting, are corroborated by the reports which THE JOURNAL is receiving from the various wooden barrel-consuming industries. The apple crop, especially, is holding out wonderful prospects for the cooperage trade. Advance reports from the apple-growing districts give every evidence of a bumper apple crop this season, and, as there seems very little likelihood of a frost from now on, there will be plenty of business for our apple barrel and barrel stock friends as the buying season progresses.

From many other barrel-using industries come the same glowing forecasts as to business in their respective fields, and, as a whole, we feel confident that 1926 will come up to every expectation, so far as the volume of cooperage and cooperage stock consumed is concerned.

The present price market is firm, with but few exceptions, and, while woods operations have opened up to some extent and it is possible to get logs in, nevertheless, there is not an oversupply of cooperage stock on hand, and no one looks for any lower prices; rather, on the other hand, should the demand develop rapidly, there is every prospect of an advancing market.

Splendid Business Prospects for Entire Cooperage Trade—James Innes

Spring business has opened up exceptionally well and all classes of slack barrel stock are in good demand. The clean-up last fall at most of the cooperage plants has facilitated the early movement of apple-barrel stock, and dry stock is about cleaned out.

The weather in May has been cool and dry, so that stave jointing is general, the staves being absorbed as they are ready for the market. Heading is scarce and manufacturers are obliged to limit their customers to actual present needs until they catch up with their orders. Hoops are plentiful, and prompt shipments can be given.

Prices are unchanged, some manufacturers are stiffening up a little, but most of them are satisfied with the prevailing prices, and prefer to move stock as it is ready.

The market is in a good, healthy condition, and as general business is good and prospects for the apple crop are fine, there should be a splendid season in store for the slack cooperage stock manufacturers.

Tight barrel stock is about on the same basis, with every prospect for a good season.

Excellent Demand for Apple-Barrel Stock Assures Healthy Cooperage Market—C. M. Van Aken

For most of the cooperage dealers in this locality, the month of May has shown a better volume of business than any of the previous months of this year. The amount of material on hand at the mills when compared with the probable requirements, does not indicate that there is any probability of a shortage, nor is there a likelihood that the material manufactured will go begging. Barring accidents, it is reasonable to assume that there will be a good, healthy demand for cooperage for the next few months, a demand that will take care of the production. Fancy prices for cooperage and cooperage stock are not expected, nor is selling below cost considered necessary.

Because the fruit barrel business has become such a large factor in the slack cooperage market, one would be very apt to think that this is the only purpose for which slack barrel material is used at this time. This is not so, for during the month of May there has been a good demand for No. 1 and No. 2 stock for various purposes. Packing barrels, lime barrels and sugar barrels have all been taking their quota of cooperage stock, and taking it without any spectacular demonstration.

It is necessary to admit, however, that the probability of a good apple crop has had a beneficial effect upon the price of cooperage used for these various commodities, because everyone realizes that every cooperage plant has its limitations, and if the mills are going to be busy on material for fruit barrels, there will be a curtailment in other classes of material which might have been manufactured, so, because of the encouraging fruit-barrel outlook, the purchasers of material for promiscuous kinds of barrels are not so much inclined to expect $1.50 for $1.

The Associated Cooperage Industries of America
In Eleventh Annual Convention at St. Louis, May 3d, 4th and 5th

In point of attendance, the Eleventh Annual Convention of The Associated Cooperage Industries of America, held at the Jefferson Hotel, St. Louis, May 3d, 4th and 5th, was all that could be desired. Fully two hundred and fifty members of the cooperage industry were present, the register showing all sections of the country represented as well as all branches of the trade.

The most notable feature of the entire convention was the spirit of optimism that was abroad. From all sides came expression of satisfaction with present trade conditions and the outlook for the future.

Slack Group Will Prepare Plans for Statistical Service

In line with the tight branch of the trade, the slack barrel and stock group, in their joint session, passed a motion to prepare plans for a statistical service. A committee was appointed for the work in hand and there is no doubt but once the slack branch fairly tests the value of a statistical service the question of its continuance will be forever settled.

E. J. Kahn Elected President

The Executive Committee in session Monday, May 3d, selected E. J. Kahn, of the National Cooperage and Woodenware Co., Peoria, Ill., as president for the year 1926-1927, which selection was unanimously approved by the Association body at its general session on Wednesday, May 5th. If capable, sane and intelligent leadership means anything to a trade body, The Associated Cooperage Industries of America will have such leadership with Mr. Kahn as president.

C. G. Hirt and M. T. Rogers Returned to Office

C. G. Hirt, secretary-manager, and Miss M. T. Rogers, assistant secretary and treasurer, were returned to office.

TIGHT COOPERS' GROUP

The Tight Coopers' Group met as scheduled, Monday, May 3d, the session being called to order at 10 A. M., with S. C. Nancarrow, of the Gulf Cooperage Co., presiding.

Henry P. Krallman, representing the committee for the tight group appointed to consider changes in the grade rules and specifications, made his report, which opened a general discussion of the subject.

Opinions, expressions and suggestions, touching the interests of both the cooper and the stock man's side of the issue, were given and received with an apparent earnest desire to arrive at a decision on changes in rules and specifications that would prove satisfactory to all concerned. However, after a very thorough and complete discussion of the subject in hand, the result of the tight coopers' group session was a move, unanimously carried, that the matter be submitted to the committee on grades without recommendation.

NEW PRESIDENT
EDGAR J. KAHN, PEORIA, ILL.

SLACK GROUP MEETING

Vice-President W. F. Little was in the chair when the session of the slack cooperage branch, all groups, was rapped to order, Tuesday, May 4th, at 10 A. M.

Mr. Little's opening remark to the slack members assembled was in the nature of pre-general-session campaigning, as he announced the leading speakers of the convention: J. C. Nellis, of the Lumber Division, Washington, D. C., and Dr. W. F. Gephart, vice-president First National Bank, St. Louis, Mo., who were scheduled to address the meeting at its general session on Wednesday, and urged that the entire membership body be on hand, not only as a matter of courtesy to the two busy men who had cheerfully consented to be with them at that time, but for the valuable information that would be gained from the addresses to be made.

Report on Slack Grade Rules and Specifications

The call for report from the committee on grade rules and specifications was responded to by A. O. Theobald, of the Sandusky Cooperage and Lbr. Co. Mr. Theobald said:

"We have had a number of things to discuss in our committee: first, the weights of cooperage stock, and variations from the weights as published. The committee thinks that the weights as published are fairly accurate, considering the various seasonal conditions, the times of the year, and so on. In other words, when you average your summer shipments with your winter shipments and your spring shipments and your fall shipments, it works out pretty well, we think. We have made a number of tests on heading shipments and stave shipments, and we have found that the variation is very small. And in fact, the variation was over and under, so that the average still holds fairly well. For that reason, the committee recommends that no change be made in the weights as published. Our second proposition was to consider paragraph 13, page 2, of the grade rules and specifications covering slack cooperage stock which provides that—

"(13) No. 1 staves longer than 24 inches shall not be less than 2 inches nor exceed 5½ inches in width measuring across the bilge. No. 2 staves of same lengths may be from 2 inches to 6 inches in width.

"The committee believes and recommends that the minimum width in paragraph 13 of two inches be increased to 2½ inches, on the narrow staves."

Mr. Theobald was asked by Mr. Little if the recommendation was to cover both No. 1's and 2's, and Mr. Theobald said it was, and that the maximum width be allowed to stand as it is published in the grade rules and specifications at the present time. "That is up for discussion, however, by you, gentlemen," said Mr. Theobald.

Suggests Special Committee to Consider Changes in Pine Heading Specifications

"The third proposition that was put before the committee was that of the manufacture of No. 1 pine heading. The grade rules are rather lax on the specifications on No. 1 pine heading. The committee did not have time or did not feel that they wanted to revise these entire rules covering No. 1 pine heading, but we do believe that it would be well to appoint a committee at this time to take the matter under consideration, and if necessary—and we feel that there is now some necessity for it—redraw the specifications on No. 1 pine heading, as to joint, particularly. Now, the present grade rules and specifications provide, under basswood, cottonwood and tupelo, under the last sentence, as follows, 'to be jointed straight unless otherwise specified.' Under pine heading the same specification as provided in paragraphs 27-37, both inclusive, except as to thickness; it simply refers to the No. 1 basswood, cottonwood and tupelo specifications, except as stated. The only thing as to joints is in the last paragraph in 27, which says: 'To be jointed straight

unless otherwise specified,' and then it goes on to say in No. 35, 'heading that contains knot holes over one inch in diameter, bad slanting shakes, rotten timber, or other defects that make it unworkable shall be considered as dead culls.' Now, our main objection, and the objection that has come to us on that is that pine heading very often is open jointed, which we believe should eliminate it from the class 1. In other words, a No. 1 pine heading should have a tight joint. That is a question that I would like to have some discussion on, at this meeting, and I would recommend, as temporary chairman of the committee, and the committee will be with me, I think, in saying that we should have a special committee appointed to revise this rule, if necessary, and probably make it more specific, covering No. 1 pine heading. I would like to have some discussion on the subject right now so that we can get some ideas to work on."

The chair called for expressions from pine heading manufacturers, but as none were in attendance at the time request was made, Mr. Little turned to the barrel makers, asking their opinions as users of pine heading.

How Pine Heading Manufacturers Can Increase Business

Burleigh Jacobs, of K. W. Jacobs Cooperage Co., entered at once into the discussion, saying:

"I know of a good many cases where pine heading could be used, where today they are using mostly basswood and No. 1 hardwood. If the pine man wants business, there is only one way to get it, and that is to make good, tight joints. When we are making barrels by machinery, we don't want to finish a barrel and then have to throw it out because of the head. When you use poorly jointed heading it makes a poor barrel; and as we are trying to keep the barrel in favor, we have got to have an absolutely A No. 1 stock to work with. There is one field that we manufacture barrels for where we could use pine heading—not a great quantity of it, of course, but we could use some.

Open Heading Joint Causes Trouble

Mr. Schaperkotter said that his company used quite a bit of pine heading, but that they had considerable trouble with the joints.

"The joint is open," said Mr. Schaperkotter, "and I believe it would be well to include something about tight joints in the specification, so as to have a nice straight tight joint when using pine heading."

Mr. Little asked Mr. Theobald if it wouldn't be well to let the present committee go ahead with their considerations on pine heading.

"The only holdback is," Mr. Theobald said, "that we have no pine manufacturer on that committee, and we think it is only fair that we should have a representative from that group."

The chair acted promptly in the matter of getting a pine heading manufacturer on the committee, appointing that veteran heading manufacturer, Mr. C. E. Murray, of Decherd, Tenn. After the appointment of Mr. Murray the committee was instructed to revise the rules and submit them at the next meeting.

The question of discussing slack stave widths was then proposed, but as no discussion resulted, Vice-President Little asked that it be moved and seconded that changes as recommended be adopted. Mr. Murray made the motion, and on it being seconded by A. B. Struthers, of the Struthers-Ziegler Cooperage Co., it carried, and the report of the committee as given by Mr. Theobald was adopted.

Slack Branch Plan Statistical Service

The question of statistics was then taken up by the slack branch to the end that a committee was appointed to consider plans and

W. P. ANDERSON. P. T. BOLZ
Two well-known St. Louisans.

prepare a form best suited to obtain the results desired and to report back to the Association.

Vice-President Little, E. P. Voll, John Deblieux, A. F. Deneke and Secretary Hirt were the speakers in favor of statistical service. The committee appointed was, as Mr. Voll explained to inquiring members, "to devise a plan of getting out a form for the statistical reports, to be sent to all members, for them to fill in and return; then in turn the secretary will have some plan for getting the whole information out to members. In other words, it is just to have a committee that will work out the plan, so that the secretary can work with it, and try it, and if it is a success we will then adopt it."

A. F. Deneke Elected Vice-President of Slack Branch

The next order of business was the election of vice-president of the slack branch, Mr. A. F. Deneke, of the Himmelberger-Harrison Lumber Co., going into office on a standing vote.

W. F. Little Elected Member of Executive Committee

T. J. Nash, of The Ozark Company, Memphis, Tenn., nominated W. F. Little to serve as executive committeeman for the next two years. Mr. Little's nomination was seconded by Mr. Voll. The election of Mr. Little being duly moved and seconded, the motion carried with acclaim.

After expressing his thanks to the body assembled for the election. Mr. Little turned the chair over to Mr. Deneke, the newly-elected vice-president.

Discussion on Green Staves

Although the greater part of the business of the session had been taken care of when Mr. Deneke assumed the chair, the following discussion on green staves was lively and interesting:

MR. JACOBS: Mr. Chairman, I want to ask, is there anything in the grade rules about shipping green slack barrel staves?

SECRETARY HIRT: No, we have no green stave specifications.

MR. JACOBS: Occasionally there are times when some stock gets through from the mills that is not thoroughly air dried, and it is a matter well worth thinking about. I would suggest that the committee on grade rules also consider the green stave problem, because it is not always the best idea to have that kind of stock go out to certain shippers, and then when used have the barrel shrink and go all to pieces after it is made. It does no one any good.

VICE-PRESIDENT DENEKE: I might say that I happened to be on that committee, and the matter mentioned was discussed briefly this morning. It is still under consideration, and the committee will take it up further. Is there anything else to be said by any member on the matter of green staves? If so, your committee will be very glad, I know, to have any of your ideas on this particular question. If anything further comes up, if anyone has anything further to offer on the subject, I will be very glad to hear from you.

MR. THEOBALD: On page 9, paragraph 17, the grade rules and specifications say that all staves shall be thoroughly dried before jointing, and shall be measured across the center of the bilge.

MR. VOLL: The present grade rules also cover that.

MR. THEOBALD: They cover that much of it, anyway.

VICE-PRESIDENT DENEKE: "Thoroughly dried"; it is specified in the grade rules that way.

MR. PRESTON: Well, that seems to be just like any other regulation; if a man does not ship dry staves, it is up to him and the customers.

VICE-PRESIDENT DENEKE: That is the way I should take it; it is a matter to be mutually settled between them.

MR. PRESTON: There is nothing you can do about that.

VICE-PRESIDENT DENEKE: I don't know whether the grade rules should have anything specific in them regarding green staves.

MR. PRESTON: Well, they specifically say they shall be dry.

VICE-PRESIDENT DENEKE: It does say that they should be dried, so I think that is a matter between the buyer and the seller, but probably some stipulation could be put in the rules somewhere to cover that; still, I don't know whether it would be expedient to do that. Of course, any change or modification that you want in the grade rules is referred to the Association, and then back to the committee; the committee will consider it and bring it before an open meeting. If there is nothing further on green staves, probably there is

C. G. HIRT
Secretary-Manager.

something else that some member has to offer this morning.

MR. SCHAPERKOTTER: I can substantiate what Mr. Jacobs says about green staves and can also say that there is room for improvement, so far as stave mills shipping drier staves than what they have in the past, is concerned.

VICE-PRESIDENT DENEKE: It just simmers down to the fact that it is simply up to the manufacturer; it is just a matter between the buyer and the seller, I would think. If a manufacturer is not shipping dry staves, his staves are subject to turndown or rejects.

MR. PRESTON: Staves will vary in weight before and after a rain.

VICE-PRESIDENT DENEKE: On account of being wet, irrespective of moisture during loading and during transit, there is three per cent. allowance on weight specified in the grading rules; that is about 25 pounds on gum or elm staves.

MR. PRESTON: That would be the moisture content, and every stave mill would have to have a laboratory to arrive at that. All timber weighs differently; there are several grades of elm and gum.

VICE-PRESIDENT DENEKE: The present grade rules do differentiate between elm staves north of the Ohio River and south of the Ohio River. I think there is a difference of ten pounds in the weight there, so of course you cannot expect to set up a set of weights which will cover all staves; sometimes they are going to weigh more ,and sometimes less. As I remember up here this morning, in Mr. Theobald's report, after a discussion by the committee, we decided to let the weights stand as they are, because we claim they represent a fair average—a good average. Now, of course, if there are any further ideas to be expressed we will be glad to hear from you, and then refer it back to the committee. Is there anything further, now, on the matter of weights? If not, is there anything else to be taken up before we adjourn?

Mold on the Inside of Staves an Interesting Question

MR. WARD: Is mold a defect on the inside of a No. 1 stave?

MR. PRESTON: Yes.

MR. WARD: Sometimes it is considered that way and sometimes they claim that it is not.

VICE-PRESIDENT DENEKE: There you have a question.

MR. PRESTON: It is covered in the grade rules.

VICE-PRESIDENT DENEKE: Yes, we can refer to the present grade rules on that question.

MR. VOLL: It should be more of a defect on the inside than on the outside.

VICE-PRESIDENT DENEKE: It would appear so.

MR. WARD: Well, that depends on whether the barrel is lined or not.

MR. PRESTON: It does not differentiate between the outside and the inside, does it, in the rules?

VICE-PRESIDENT DENEKE: No, the rules do not differentiate.

MR. THEOBALD: Mr. Chairman, on page 1, it says, among other things, "badly stained, black or blue mildew or other defects making the staves unfit for use in a No. 1 barrel."

VICE-PRESIDENT DENEKE: So, you see, Mr. Ward, that is covered in the grade rules. Probably the interpretation of these rules would vary somewhat, but it is covered right there in Section 7, on page 1, of the grade rules. Any further discussion on the matter of mold? This is the time to discuss these matters; that is why we have these meetings, to bring up these questions pertaining to the industry and discuss them here.

MR. PRESTON: The present rules are as liberal as they read.

MR. WARD: Mr. Chairman, sometimes you will find that you are shipping No. 1 thirty-inch staves to some people that are using a barrel that is lined; that mold would be no defect at all; it would do no harm to that

A. F. DENEKE
Vice-President,
Slack Group.

barrel whatever, if they were going to put a lining on the inside of the barrel. Other times, if some cereal fellow was using it, he would not want to use that mold, could not use it. It seems to me like that could be taken care of in a way that would be of benefit to the ones that are using the different kinds of barrels.

MR. DAVIS: It is covered in the grade rules. It states in there, "All other staves not specifically mentioned should be sold according to the local custom, or by special agreement." That would cover that, I think.

MR. PRESTON: If you want to put mold in, you will have to know your customer, and what he needs in the way of a barrel.

MR. DAVIS: That is it, it should be sold by local custom.

MR. LITTLE: If the customer does not object to it, it is all right; if he does, you cannot put it in, that is all.

MR. PRESTON: I think every stave manu-

W. F. LITTLE
Executive
Committee.

facturer puts in a certain amount of mold. These rules do not prohibit it. A few spots on the stave do not impair its usefulness in a No. 1 stave.

VICE-PRESIDENT DENEKE: The rules say "moderate stain." Now, of course, just how you would interpret that will vary. One shipper might consider a moderate stain being more stain than some other shipper, so I think that is a matter between the buyer and the seller again, ruled by special custom. If he got some moldy staves, and wanted to put them in, maybe some users would take them, and others won't. Probably some of you barrel manufacturers could give us some light on that.

Apropos of "B" Grade Staves

MR. JACOBS: It seems to me that a couple of years ago we created a "B" grade stave that took care of moldy and stained staves. I think that is where it ought to be. As a barrel manufacturer, we can make a nice package out of a No. 1 stave; we can tongue and groove it, and put a nice steel hoop on it and use a good head, but a moldy stave or a stained one spoils the appearance. One of the arguments that we use on a No. 1 stave is that it is free from mildew, mold and stain. I think you would be doing the industry a lot of good if you would keep the moldy staves in the "B" grade, and have the No. 1 as a No. 1 stave. This would mean a better barrel, and a cleaner barrel. I think we would help everyone by doing that, if it does not cost too much.

MR. PRESTON: That regulation was drawn to protect the shipper against a technical man. In other words, if there is just one spot of mildew on a stave, he might say, "Well, that car is mildewed and I won't accept it." There has got to be reason in all things, and the idea is that the stave will be comparatively free from mildew and mold. If there

is a spot on the stave now and then, the car should not be rejected because of it.

MR. JACOBS: Is that mill inspection service still in existence, where one of the Association's inspectors can assist one of the mill men if they want that service? That would give them an idea of what might go and what might not go.

MR. LITTLE: Yes, it is still in existence.

MR. JACOBS: I think that would be a good application of it.

MR. VOLL: I don't think that mill inspection service is in effect now.

MR. NASH: Yes, it is; it is available to anybody that wants it.

MR. VOLL: By special request, is it?

MR. NASH: By special request.

VICE-PRESIDENT DENEKE: I think if we avail ourselves of that service, those of you who have that question in mind, it would be a good thing to do, to have the same inspection as the Association. Are there any further remarks on the subject by anyone?

MR. PRESTON: They are going to inspect the stuff after it is shipped, and they might tell you beforehand what you are going to go up against on it.

VICE-PRESIDENT DENEKE: We have that service available for anybody that wants to ask for it; and we have these rules to go by, besides. It is just a matter of interpretation of the rules. I expect Mr. Preston's idea is about right on that moderate stain. I don't think that is put in the rules to mean that you can put in any great amount of stain or mold, but is just in there to cover a case where there is a little stain on a particular stave. It will give the shipper the right to put it in, and not have the whole car rejected. Of course, that is a matter for discussion by you gentlemen.

MR. PRESTON: It is just a little leeway for the shipper, that is all that it is.

VICE-PRESIDENT DENEKE: It is just a little leeway. I don't see how we can bring out much more on that, outside of what the rules allow, but I will be glad to have any further discussion on it. Is there anybody else who has anything to say in reference to that, now? If not, is there anything else? Anyone else have anything to say?

MR. VOLL: I make a motion that we adjourn.

M. L. SIGMAN
Vice-President, Tight Stave and Heading Group.

MR. NASH: I second the motion.

VICE-PRESIDENT DENEKE: It has been moved and seconded that we adjourn. All in favor of the motion signify by saying "aye."

The vote was taken, and the motion adopted, whereupon the meeting of the entire slack cooperage branch—all groups, stood adjourned.

TIGHT STAVE AND HEADING GROUP

The session of the Tight Stave and Heading Group, with Vice-President N. W. Calcutt, presiding, was held as per schedule, Tuesday morning, May 4th, at 10.30 o'clock, and activities were at once started by Mr. Calcutt calling for the report of the Specifications Committee.

Report of Committee on Tight Grade Rules and Specifications

Henry P. Krallman, reporting for the committee, said that owing to the failure to get the whole committee together to consider the changes suggested the report was not a com-

J. W. SHIRRELL, H. P. KRALLMAN, T. J. NASH.

plete one, but such report as he had Mr. Krallman would submit for the tight stave and heading manufacturers' action. Controversies between members brought up the matter of changes in Section 5, on page 3, of the present grade rules covering wine barrel staves. Mr. Krallman read the original section and then gave the changes as suggested, but, he said, on account of diversified opinions expressed in regard to the specifications, it was felt that the matter should be given further consideration.

No change, therefore, will be made in the present specifications of sawed wine barrel staves pending final action at the semi-annual meeting.

M. L. Sigman New Vice-President

Upon the chair calling for nominations for the vice-presidency of the tight group, Mr. Krallman, in a sincere and fully deserved tribute to the progressiveness of M. L. Sigman, Monticello, Ark., offered Mr. Sigman's name, and he was unanimously elected.

Herman Katz Elected to Serve on Executive Committee

Chairman Calcutt then asked for nominations for a member to serve on the Executive Committee for the next two years. Mr. Sigman nominated Mr. Herman Katz, of the

JOHN HELLMUTH
Chicago.

Ozark Timber and Stave Co., Chicago. The nominations were closed, and Mr. Katz was elected member of the Executive Committee.

At this point Chairman Calcutt dispensed with all formality and just said to newly-elected Vice-President Sigman: "Come up here and take the chair."

After Chairman Sigman had comfortably seated himself in the chair, Mr. Krallman moved that the group go on record as extending their sincere thanks to outgoing Vice-President Calcutt and the outgoing Executive Committee member for their faithful performance of duty during their terms of office.

The motion was seconded by Mr. Katz and unanimously carried.

Urges Closer Co-operation Between Tight Coopers and Stock Men

James B. Hall, Lexington, Ky., addressing the chair, made a fine and unusual speech on the subject of closer co-operation between coopers and stock men, especially in the matter of statistical service. Mr. Hall urged the tight stock group to forego their election rights and get behind Mr. Kahn as the much-desired man to head the Association as President. Asked by Vice-President Sigman to put his motion the second time, Mr. Hall said: "I want this group to go on record as recommending to the Executive Committee, stating the fact that we forego our rights for presidency at this time, and ask the support of the entire organization for Mr. Kahn as President for the ensuing year."

The motion was put by the chair and was promptly seconded and carried. Secretary Hirt was asked to see that the motion as passed was brought up in the executive meeting in the proper form.

Statistical Service Is Approved

J. E. Hoban moved that the tight stave and heading group go on record as approving the statistical service and pledge their continued support for it.

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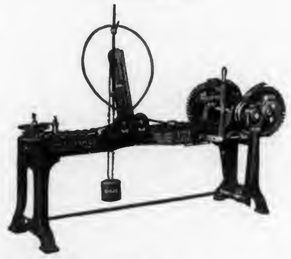
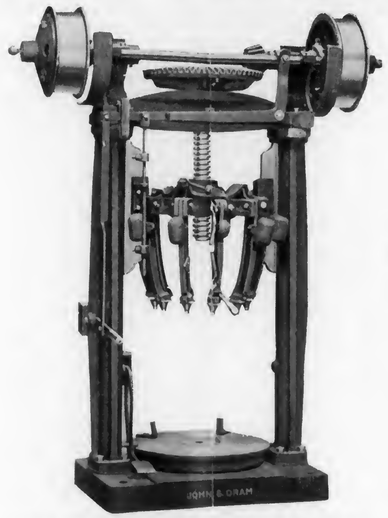


BARREL LATHE



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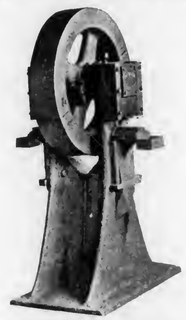

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Statistics a Vital Trade Necessity

Acknowledging the motion, Vice-President Sigman said: "Gentlemen, that is a vital element in our business, and it does look like we could get full co-operation. I believe at West Baden last year I pledged our stave

H. R. HUNTINGTON
St. Louis.

manufacturers that if you did certain things you would get practically one hundred per cent. co-operation from them, and it has almost developed. That was that those that were not reporting get the report just the same, whether he was reporting or not. It puts a man on his honor, and the coopers have followed their entire report, judging from the little star set opposite the names that have been supplied us. Let's all try to see if we cannot harmonize this thing and work to the end where we will get a complete statistical report, because they are valueless unless you do get complete reports. I believe you will get them. If there is nothing else, a motion to adjourn is in order."

MR. KRALLMAN: I move we adjourn.

MR. HALL: I second the motion.

VICE-PRESIDENT SIGMAN: It has been moved and seconded that we adjourn. All in favor signify by saying "aye".

The vote was taken and the motion adopted, whereupon the Tight Stave and Heading Group meeting adjourned.

TIGHT AND SLACK COOPERS' GROUP

In opening the tight and slack group session, which convened Tuesday at 1.30 P. M., H. R. Huntington, vice-president, presiding, bespoke a good and early attendance at the General Session by announcing the addresses of Dr. W. F. Gephart and Mr. J. C. Nellis, to be given on Wednesday.

Swinging into the order of business, Mr. Huntington asked if the matter of barrel rates in Western Trunk Line territory was ready for discussion. Mr. Krallman, reporting, said that there had been developments in the matter which made it preferable that discussion be held over. Mr. Krallman said the matter was being handled very efficiently by the committee and that a settlement satisfactory to all would undoubtedly result. The chair deciding that no motion was necessary to pass this order of business, it was done and the next matter for action, the election of officers, was at once under way.

J. R. Winterbotham New Vice-President

Although protesting that he was a very busy man and therefore doubtful that he could give attention to the work of the office, J. R. Winterbotham, of the J. H. Winterbotham Cooperage Co., Chicago, was elected. Mr. Winterbotham was nominated by Carl F. Meyer, of the St. Louis Cooperage Co., St. Louis, and duly elected after Mr. Horn had seconded the nomination.

H. P. Krallman Elected Executive Committee Member

T. A. Walsh, of Morris Walsh Sons, Pittsburgh, moved that the nomination of H. P. Krallman, nominated by Mr. Meyer, be closed, and the motion being seconded by Burleigh Jacobs, it carried, and Mr. Krallman will serve as an Executive Committee member, representing the tight and slack coopers group.

At this point Mr. Winterbotham was conducted to the chair, but as there was no further business to be transacted, the new vice-president put the motion to adjourn, and on being seconded adjournment of the ses-

Assistant Secretary and Treasurer, MISS M. T. ROGERS; MRS. JOHN F. HOPE, MRS. IRA R. GIBBS, MRS. W. S. PEEL.

sion was immediate, the entire body reassembling as part of the tight branch meeting—all groups.

TIGHT BRANCH—ALL GROUPS

The Tight Cooperage Branch—All Groups convened Tuesday at 2 P. M. Vice-president Calcutt being in attendance at the Executive Committee meeting, Secretary Hirt requested Mr. David Katz, of Chicago, to act as temporary chairman.

No Report on Specifications

The first order of business was the report of the committee on specifications, and H. P. Krallman, responding, said: "Your committee is still considering some matters and we are not fully prepared to report. We made one report this morning before the Tight Stave and Heading Group, which was referred back to us, and as one of our members is now in session with the Executive Committee, and we have not had an opportunity for a further meeting, we will have to hold over our report at this time."

Statistical Service Has Wonderful Value

Chairman Katz then brought up the all-important subject of statistics for discussion.

In opening the discussion the chairman advised the meeting that considerable discussion was had at the Tight Stave and Heading Group meeting, and he would like to have expressions of opinions from the tight coopers. He further pointed out that so far but 50 or 60 per cent. of the entire tight branch are reporting regularly, and while this percentage was gratifying, the full benefit of a statistical service could only be obtained by the entire group supplying the information requested. "There is no doubt," said Chairman Katz, "but that there is to every one of us an enormous value in knowing what is going on, and what our friends and competitors have on hand. The value of this information can not be overestimated."

Messrs. Carl Meyer, J. R. Winterbotham and S. C. Nancarrow joined in the discussion. Mr. Nancarrow said that reliable statistics will do more to stabilize the industry than any other plan possible. He said he believed the inauguration of the statistical service is one of the best moves the Association ever made, and he called upon the entire tight branch of the trade to support it to the fullest extent.

In closing the discussion, Chairman Katz said that members who regard the giving out of statistical information as all "giving" and not "getting" are mistaken, and that the exchanging of such information is for the betterment of the industry as a whole and, furthermore, there is absolutely nothing in the practice that is contrary to law or good business ethics. "The more you know about what is going on," said the chairman, "the better you are equipped to gauge your own business. There is no one to tell the other fellow what he should or should not do. That is left to the individual. There is no fixing of prices; it is merely reading, just like you read your newspaper. The analysis of the report is left to the individual, and by giving and getting statistical information you

JAMES B. HALL
Lexington, Ky.

secure the necessary knowledge for proper judgment in the operation of your individual business. I hope and urge that every member present will see that point and will come into the fold and report regularly."

As there was no further business to transact, the meeting adjourned on motion.

GENERAL SESSION

One of the very best general sessions that the Association has ever had opened promptly Wednesday morning, May 5th, with President Willard M. Davis in the chair.

After a few well-chosen remarks, expressing his appreciation of the splendid attendance at the session, President Davis referred to a new and commendable inauguration in convention procedure—the printing of all official reports and distributing them to members present, by saying that the time saved by not reading reports of the Association officers or committees would be put to valuable use in listening to the addresses of the two gentlemen immediately to be introduced.

At the request of President Davis, Mr. T. J. Nash introduced, in a most engaging way, the first speaker, Dr. W. F. Gephart, vice-president of The First National Bank of St. Louis. Mr. Gephart's address follows:

Let's Get the Facts

By DR. W. F. GEPHART

Vice-President, First National Bank, St. Louis

I am going to talk to you very briefly upon the subject of trade associations, especially with reference to their benefit to the public and to members of the industry itself. And just by way of introduction, I want to call to your attention a feature of trade associations. It is quite apparent, I take it, to all of you that the public attitude towards trade associations in the past, at least, has been one of very great opposition. Perhaps it is not too much to say that the public yet are somewhat opposed to trade association activities.

That attitude on the part of the public is easy to understand if you have had occasion to look into what has been the history of industrial organizations, not only in America, but also in England from which country, of course, did come many of our ideas about business, and also about law, because our common law, of course, is English common law.

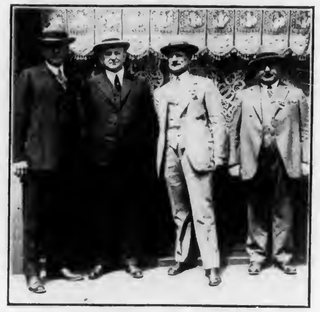
Trade Associations Have Had Much Opposition

The public's attitude towards trade associations in the past, therefore, has been one of opposition, for the very good reason that they thought trade associations were simply one step in the formation of monopolies; and if there is any one thing that the Americans and their English forebears have been opposed to, it has been monopolies, because they suffered very severely many, many years ago in England from monopolies, especially in the Elizabethan times.

So it came to be incorporated in the common law of England that a monopoly was null and void. Afterwards, of course, in this country, as well as in England, but particularly in this country, that common law opposition, that nullity of monopolies became expressed in statutory law, so that we have in this country the Sherman Anti-Trust Act, and most of the States have passed similar acts, some of them of very drastic character. We of Missouri can supply you with one of the very most drastic of all States.

Know the Other Fellow's Point of View

When we are trying to do something it is always best to understand what the background and history of it is; and often when



O. T. STEUDLE, JAMES A. DAWES, FRED J. BRUNNER, J. GOTTLIEB.

we are trying to convince another individual of the error of his ways, and get him to see our point of view, the first thing always in beginning the argument is to understand the other fellow's point of view. So if we are going to make any progress in the formation and the activities of the trade associations, we will have to understand what the background of this opposition was.

This country, as I have just stated very briefly, from the experience of our people, and particularly of their forebears, feared monopolies. Of course, another thing that has given in this country a background to opposition to trade associations has been the very history of the industrial development of this country. This country was settled by our forebears, and it was peculiarly a country where you could have a stage of free competition and free initiative, and this wonderful industrial progress that we have accomplished in this country in such a comparatively short period of time has been accomplished through a system of free competition, individual initiative and free contract. I do not suppose there has ever been a people in the history of the world who have worshipped competition the same as have the American people, and the problem now, of course, is not to create monopolies on the one hand, but one of the biggest problems today is for the American people to see what the limitations are on competition, and to understand the extent to which we can encourage industrial associations of one kind and another, because of the benefit which redounds to the public.

There is no more sentiment on the part of the public today in favor of monopolies

K. W. JACOBS, SR., S. C. NANCARROW, CARL MEYER.

than there was fifty years ago, but the American people have been worshipping the idea and the ideal of competition so long, and competition in modern industry is taking such an enormous toll in the way of cost, not only from the business man—because I am not speaking so very much this morning from the interest of the business man, but rather from the standpoint of the public interest—competition, excessive, cut-throat competition, and ignorant, inefficient men of business are taking such a toll from the public because of their inefficiency that it is high time that the American people began to realize what advantages they can get from properly regulated and properly organized industrial associations or trade associations, as we call them.

To make that point just a little more clear, take the attitude of the American people on the subject of railways. In 1897, when the Interstate Commerce Act was passed, Mr. Albert E. Fink, who was at that time president of the Southern Atlantic Steamship Company, and also a railway company, pleaded before Congress for permission to let the railroads pool. Of course, there was no sentiment in this country for railway pools; there was no sentiment whatever for railway consolidation from 1887 up to 1922. That represents a good many years, doesn't it? Yet we have come to the point in this country where we realize that railway competition of the old type and character was not a thing from which the public benefited, so we completely reversed ourselves, and passed a law encouraging the railroads to consolidate in the formation of larger units, in order that the public might get the benefit from it, and now we are talking about passing another law, in the event they don't hurry up and consolidate, to make them consolidate.

That represents a very marked change in the attitude of the American public towards one industry, the railway industry, where, of course, there are benefits coming from competition, but where the enormous losses that came from the old kind of competition were so great that the public has come to realize that they will derive benefits from proper kind of consolidation and supervision rather than the old kind of competition.

Co-operation of the Right Kind Will Eliminate Waste

That is also more or less true in many other lines of industry, and we are coming to the point where we are going to encourage more and more that kind of trade associations, with properly regulated activities. Business today is an entirely different thing from what it was twenty-five or fifty years ago. We have to know a good deal more about it and we are going to have to know a good deal more about it in the future than we have in the past, if we are going to get the most benefits for the individual business man, as well as the public.

Now, I say that we have come to realize some of the growing waste in the improper kind of competition, and we are at the same time realizing some of the advantages that can come from co-operation of the right kind. I am not at this time going to speak about the legal aspects of this question, but later on I want to do so. But I just want to point out to you some of the advantages of trade associations.

Statistics an Absolute Need in All Industries Today

I have just referred to the evolution of industry in this country, how it has changed in the last twenty-five years, to say nothing of fifty, but particularly in the last twenty-five years, so that whatever industry there is to-

day is facing an entirely different situation from what it was twenty-five years ago. In order to illustrate that, in the case of the market for your own product, for example: Twenty-five or fifty years ago the market was in general a limited one for the average producer in this country. He could know a good deal about it; he could know, in fact, most that he needed to know about it. What is the situation now? His market is enormously extended, and he has competition coming in from outside sources, and because of the extent of the market it is more important for him to know the conditions of supply and demand, what the probable demand is going to be for his goods, what he is producing himself, and also what his competitors are producing. It is probably true that today the business man has more general knowledge, but he has less specific and definite knowledge, and there exists the importance of getting that specific knowledge.

Over Production Can Be Prevented

Goods are moving today to distant markets, and competitors are moving goods into your market, and therefore you cannot intelligently conduct your business unless you know the conditions that are governing the supply, and the quantity of goods coming on the market. In other words, it is very important today to have accurate statistics of production and consumption, in order to avoid what sometimes is called overproduction. Some say—who are talking today—that we are running into a period of overproduction and others say that there cannot be such a period of overproduction. Of course, that is begging the whole question.

Stabilized Prices Would Benefit Everyone

Whenever there is a maladjustment of supply of goods on the market to the present demand for it, you are bound to have a situation of distressed merchandise; that reflects itself in demoralized prices, and then in turn upon the public. I will even go so far as to say that if every industry was so organized that you could run along on an even keel, with production adjusted to consumption, and stability of price—I am not saying uniformity of price, but stability of price, not only the industry itself would be benefited, but the public would be benefited.

Knowledge of Costs of Paramount Value to Industry and Public

The public does not gain from these very serious ups and downs in the prices for these products, no more than it gains from having in the industry an ignorant man, a man who does not know his costs. That, of course, brings up another aspect of trade association activity.

Through the exchange of accurate statistics it is possible for the other members of the cooperage industry to run their business with full knowledge of existing conditions, supplying to the market that quality and quantity of goods which the market will probably absorb, and therefore preventing distressed merchandise.

Poorly or Uninformed Business Man Is Big Trade Liability

I don't know how it is in your business, but in many lines of business we need accurate statistics in order to protect the industry from the ignorant individual who is in it, who does not know what his costs are, and is continually putting goods out on the market at a loss, that is to say, at least at a price that represents no legitimate profit to him, and therefore is affecting the whole industry. One of the things that is coming about, not only through the organization of trade associations, but in some of those industries where there are larger-scale units operating, as for example in the retail grocery business, is that the old-time, ignorant, inefficient man who does not know anything about his costs, and is continually ruining the market, not only for his competitors, but in the end doing an injury to the public—one of the things that is coming about is the correcting of that situation. That is to my mind one of the very great advantages of your trade association activities, because it not only makes it possible to adjust your supply of products to the probable demand, and therefore avoid a condition of overproduction and distressed merchandise, but it eliminates from the industry, through your exchange of statistics, the ignorant, inefficient man who never knows what his costs are, and the public generally benefits.

Excessive Competition Has No Benefit

The public never benefits from excessive competition of that character. The public never benefits from those conditions when you have more merchandise on the market than can be sold, except at ruinous prices. Furthermore, you never benefit in an industry, neither do you benefit in a community, and neither does the nation benefit from those periods we commonly call booms. None of the communities that have been experiencing real estate booms, will benefit by them. In ten years, if they are able to figure the costs, they will not be able to discover any real profit. Take, for example, the period following the war; we had an enormous period of prosperity, it seemed. I say to you that American business would be better off today if it had never had that boom that occurred in the war period. You cannot have booms anywhere; a community cannot have a boom any more than an individual can have a bad night without suffering the next morning from it. It hurts business.

Stabilization of Prices Will Result from Greater Knowledge of Cost and Production

This thing that we call stabilization of prices—not uniformity, you can not fix the prices of your product. There is no danger that the American people are going to suffer, in your industry or any other industry, from any group of you getting together and fixing prices, and keeping them fixed, and enjoying enormous prices. You know what happens just as soon as any industry begins to enjoy enormous prices. Capital and labor flow in and reduce the profit again.

But what you can do, and what we are coming to today more and more—it is a slow process, but what we are coming to more and more is greater stability in our industries, and the only way we can do it is by getting more information, getting more facts about the market, and also about the cost of production.

Consider the question from the standpoint of a banker; if we had more facts about various industries—and along that line I am speaking generically, now, of bankers in general—if we had more facts about more industries, we would not lend money to some individuals in these industries, and would therefore avoid getting into an industry more capital than ought to go into it.

Let me illustrate that from the standpoint of the public. Is it of advantage for the public for a bank that has no money except the depositors' money, to take your money to make a loan to a man who does not know his costs, or putting it into an industry that is already oversupplied with money? What happens? Somebody ultimately loses. Who loses? It is the public. The individual who secures the loan may be the first one to suffer; he may go into bankruptcy, but that does not get back that unwisely used capital, and that unwisely used labor. That is the point I am trying to make about trade association activities, that by getting the facts with respect to the industry, getting the facts with respect to the cost of the industry keeping the business of the individual man upon a sound basis—you may call it scientific or what not, you are benefiting the public.

And it is more important today that we do that, because of the complicated market that we have today, as compared with the earlier periods where the goods were largely sold in the community, and where you did not have the kind of competition that you are having today. In other words, the subject finally expresses itself in stabilization versus violently fluctuating prices, and that redounds to the benefit of the public.

Cooperage Industry Should Adopt Complete Statistical Service

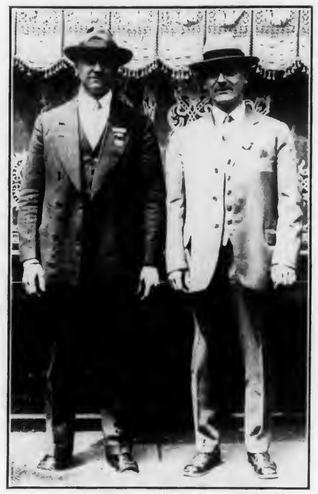
An industry like yours, or any industry, ought to have accurate statistics of normal producing capacity, potential producing capacity, the actual amount of goods being produced at any one time, the amount of demand for such goods, how many goods are going to be absorbed by the market; the amount of supplies in various markets.

Just see what some of these co-operative associations are doing. You are familiar with a lot of their activities, and that was brought home to me, if you will pardon a personal reference, particularly in war time, when I was Food Administrator here, and had occasion to look into the handling of fresh fruits and vegetables, particularly with such an association as the California Fruit Growers Association; the skill with which they send out cars of oranges, we will say, to be diverted in transit, to be diverted to that market which wants goods at that particular time; sending out any number of cars, to be diverted anywhere along the line, depending on whether the Chicago market, the St. Louis market, or some other market needs the commodity. Now, that is a great advantage. Doesn't the public benefit from that? Is it of any benefit to the people of St. Louis that one day they pay a certain price for oranges, if they did do that, and then the next day pay about ten times as much? Isn't it better during the whole year to have a correct level of prices? Of course it is. Stability is always to be desired, in any one industry, and in all industry, just is it is to be desired in the case of an individual.

I say we ought to have information on producing capacity, potential producing capacity, the actual amount of goods being produced, the demand for such goods. See what has been done in the case of an industry that has had such a wonderful development as the automobile industry. See what those fellows do, week by week, in collecting statistics with regard to the cars that are being produced, through their associations.

Government's Attitude Toward Associations Has Changed

Now then, I am not a lawyer, not even a curbstone lawyer, but it so happens that I have been very much interested in following the attitude of the courts on trade association activities. I think I have read every case in the Supreme Court of the United States, from the Miles case of a good many years ago down to the Maple Flooring case, which was just decided last summer. I am not going to offer you any free legal advice, and I don't want you to act upon it, particularly if your firm happens to be here in Missouri, because Missouri has a real anti-trust law, with teeth in it. I know in one organization, the wholesale grocers and jobbers association here, after the food administration days, there were some of the whole-



A. J. GERLACH and A. J. MARNIE,
THE PETER GERLACH CO., CLEVELAND.

sale grocers who were almost afraid to be seen in company with another wholesale grocer, because they were afraid the public would get after them for getting together and fixing prices. Adam Smith, you know, who was said to be the father of political economy, expressed in his great book the sentiment that was prevailing then, and is largely prevailing yet, among unthinking people. Adam Smith said that whenever you see two merchants conferring together you can rest assured they are conspiring against the public. That attitude, of course, has been the attitude very largely of the people, because we have not gotten around to the point of seeing the benefits that we as consumers can get from simply more intelligently conducting an industry, and eliminating wasteful competition, and eliminating the wasteful man, from which the public cannot and never does benefit.

Trade Associations Today Have Greater Freedom of Action

In closing, therefore, I want to just briefly refer to one or two of the aspects of trade association activities from a legal standpoint. You are familiar with it in a general way, of course; you know that the Federal Trade Commission, and also that the Supreme Court and various State courts have decided numerous cases with respect to how far the trade association could go. There has been some apparent conflict in the opinions of the courts at various times, in the different cases that have come up before them, but I think that anyone who will read the maple flooring case and the cement case, which were decided last year, will conclude that they are by all odds the clearest pronunciation on the part of the courts on how far the trade association could go in exchanging information.

Purposes of Trade Associations Justify Their Existence

The justification for trade associations is that they tend to stabilize trade, and produce uniformity of prices and trade practice. That is desirable, isn't it? Of course, it is. The court says: "The exchange of price quotations of market commodities tends to produce uniformity of prices in the markets of the world, allowing, of course, for cost of transportation. Knowledge of the supplies of available merchandise tends to prevent overproduction and to avoid economic disturbances produced by business crises, resulting from overproduction, but the natural effect of the acquisition of wider and more accurate scientific knowledge of business conditions on the minds of individuals engaged in commerce, and its consequent effect in stabilizing production and price can hardly be deemed a restraint of commerce, or if so, it cannot, we think, be said to be unreasonable restraint, or in any respect unlawful."

Now, it seems to me that that is a pretty clear statement on the part of the court, which in a word says to industry: "Now, you can get together in a trade association, you can exchange information about what you are producing, about your costs of producing, all the information and facts that you can gather about the market conditions, supplies on hand, probable demand, and so forth, so long as you do not, as an association, get together and agree upon the prices that shall be maintained, then you do not need to fear running afoul of the law."

Individualism Must Give Way to Co-operative Effort

Now, what is the argument, what is the justification for not doing those sorts of things? How can any individual business man in an industry think that by going ahead as best he can, getting his information here and there and enduring in the industry individuals who know nothing about their costs, who are always cutting prices that he will ever achieve success? Over a series of years how can that man or that particular industry think that it is going to be benefited? I cannot figure out. It is quite true, possibly, that over a short period of years you may have more information than your competitor has. You may know the market better than he does. You may, for example, get your product and be able to go out on the market and put out a certain number of units of product, and get the benefit of a better price temporarily, because of your better information, but going along year after year, as you now go along, some of these days, after having had that experience, you will have an experience of another kind. You will find your industry overstocked; you will find your market demoralized; you will find prices going down and down, so that you are not operating your factory or mill upon a profitable basis, a cost basis.

No Business Man Need Be Uninformed Today—Government and Trade Papers Prolific Sources of Information

You are going to have an address now shortly by a governmental representative. I glanced through his paper the other day, and it is a very good paper. He is going to say some things that I have been trying to say, and say them much better. Just think of all the information that is available to you today, not only the information that comes from the government, the United States Government, in the various papers, but also the trade journals, with the information that you are getting today by the proper kind of regulated trade activities. Sometimes we think, in a short-sighted way, that by going into a trade association we will be turning over trade secrets that we do not want to turn over. You do not have to turn over to your competitors information that is of any real particular value to you, but the modern idea in industry, the most successfully operated industries today, are those that are getting all the facts that they can about the industry, about the condition of supply and demand, and are also exchanging information, with the idea that they are going to stabilize industry. They are not going to have the fat and lean years, as we have in the past, but through a series of years industry is going to run along on a more even keel.

And even then the competition is going to be keen enough, and you will have your troubles, even after you get all the facts that you possibly can. So it seems to me that American industry, facing as it does now an increasing keenness of competition from sources other than home, an increasing keenness of competition from the growing information that is being made available, and is being used by your competitor, it is up to the industry to get together, not only for their own protection, but for the benefit of the public, because whatever benefits the public in industry ultimately is of benefit to the particular individuals and firms in that special industry.

"Let's Get the Facts" an Unbeatable Trade Slogan

So, gentlemen, without presuming to give you any legal advice as to how far you can go—I don't know how far you have gone, but the one slogan that industry ought to have today is, "Let's get the facts," facts not only about the supply, and conditions governing our market, but also get the facts about our particular costs in a given business. It is the one thing that is going to stand out and be the foundation of success, I believe, in modern industry, and the man who gets the facts not only regarding his industry as a whole, but with respect to his own particular business, is the one who will be successful.

There was not a single cooperage member present whose attention was not riveted upon Dr. Gephart during his entire address, or who did not enter with enthusiastic accord into the tribute paid the speaker at the close of his excellent speech. So live and vital was Dr. Gephart's subject and so perfectly did he emphasize the high lights of his talk that the cooperage assemblage not only registered every point, but it is a safe wager that many will act upon the suggestions made and in so doing will be vastly benefited.

After extending the thanks of the Association in a fitting manner to Dr. Gephart for his most interesting address, President Davis

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asked Mr. E. J. Kahn to introduce the second speaker of the day, Mr. J. C. Nellis, acting chief of the Lumber Division, Department of Commerce, Washington, D. C. Responding, Mr. Kahn said:

"It is my privilege and pleasure to introduce to you this morning Mr. J. C. Nellis, who is acting chief of the Lumber Division of the Department of Commerce. Mr. Hoover has asked Mr. Nellis to come to address us as his personal representative, and we can take it as a distinct compliment to have our Association recognized at Washington, as it has been in this instance, since this recognition can be taken, I believe, as indication of the importance of our industry. Mr. Nellis is able to speak from a world of experience, and has chosen for his subject 'World Cooperage Trade and the Value of Business Statistics.'"

Mr. Nellis prefaced his talk with the statement that as he had a double-barreled subject, and as his article on the world's cooperage trade would appear in the trade press, he would merely summarize that subject and proceed with his talk on "The Value of Current Business Statistics." In summary, Mr. Nellis said:

American Business Man Best Informed In the World

"Our foreign competitors do not know what they are doing as well as Americans do. The American business man knows full well what he is doing for the reason that the United States Government is furnishing him with a world of special information through its Foreign Commerce Department, with its daily reports, keeping men in all branches of business in the United States in close daily touch with what is transpiring in every market in the civilized world."

"Special attention is called to the fact that the French people are trying now to draw all their supplies from home sources, and like other nations are beginning to see the wisdom of a wider and larger development of their home industries and the natural resources of their own country."

Statistical Bureau a Valuable Trade Association Asset

"Our government reports," Mr. Nellis said, "are the finest in the world." In this connection, the speaker stressed the desirability of having statistical bureaus in connection with trade associations, and pointed out their very distinct and highly profitable character in keeping all the members accurately informed as to just what is being done in the various lines of activity connected with their special branch of industry. He believed that these statistics may act as a diagnosis of business in many instances and may be used in such a way as to prefigure the outlook for business. Mr. Nellis also said that as barometric charts serve to guide the outgoing vessels on the high seas as to where danger might be encountered, and in this way help to bring the steamer and its precious freight successfully into port, so an intelligent statistical bureau properly directed and wisely guided would prove so highly profitable as to point the safe path for the man in business and keep the industry in which he was engaged from going on the rocks of disaster. He ventured the statement also that statistics benefit both the producer and the consumer and prove profitable to both.

In closing these digressing remarks, and before starting the address which follows, Mr. Nellis said that the use of statistics at the present time had become so valuable and were being so generally recognized by all that the demand for them by the trades generally throughout the country was beginning to crowd the department with which he was connected.

The Value of Current Business Statistics

By J. C. NELLIS, Acting Chief, Lumber Division, Department of Commerce.

In presenting this discussion on current business statistics, I should tell you that compilation of such data in the Department of Commerce is conducted in the Bureau of

J. C. NELLIS
Department of Commerce
Washington, D. C.
Courtesy U. S. V. B. School of Photography

Census under the direction of Mr. Mortimer B. Lane, editor of "Survey of Current Business." Mr. Lane has supplied me with material for this address.

It is not within my province to speak to you on legal aspects, and I would like to take particular pains to point out that the Department of Commerce can not advise trade associations what they may, or may not, do in relation to the law. I simply bring this phase of the matter up at all because I believe that the decisions of the Supreme Court in the maple-flooring and cement cases have clarified the legal status of statistics so that trade associations which, in the language of the decision, "openly and fairly gather and disseminate information as to the cost of their product, the volume of production, the actual price which the product has brought in past transactions" and "stocks of merchandise on hand" may now give their members the benefit of statistical data with a fairly clearly-defined line as to what is right and what is wrong. But while this decision, by clarifying the situation, helps the law-abiding association, the anti-trust law is still in full force to use against those who abuse their privileges.

Snap Judgment Will Not Replace Reliable Information

Current business statistics, before the war, were comparatively few, but a great expansion took place during the war to meet the need of adequate control of our war supplies until, with the disbanding of the war organizations, many of these figures were discontinued under the belief that normal business conditions would not require them.

Thus business had lost most of the statistics which had charted its road during the war and it was forced to take snap judgment instead of relying on proven facts. As a result, it misinterpreted and magnified the speculative scramble for goods as true demand and placed undue emphasis upon gossip, rumor, duplicated orders and arbitrary price increases. Is it any wonder, then, that industry floundered around in the early part of 1919 and that a blind scramble for goods, beyond all reason, occurred from the fall of 1919 to the spring of 1920?

Secretary Hoover's Tireless Work to Eliminate Waste

When Secretary Hoover took up his present post as head of the Department of Commerce in 1921, he immediately sought some means of eliminating this waste in our industrial life. In studying the situation he found that the basic facts of industry were not readily available because many of the wartime statistics had been abandoned. At Secretary Hoover's request many associations supplied the Department of Commerce with the statistical information to serve as the nucleus for a service of facts to business men, embodied in a new publication, the "Survey of Current Business." Herein were brought together, for the first time in one place, hundreds of monthly items bearing on the general industrial and commercial situation, as supplied by trade associations, by trade journals and by government departments and, through this channel, industries can compare their statistics with those of other industries, an increasing number of which are represented in the publication.

Production Statistics Represent Actual Basis of Operation

These figures represent the actual basis of operations and tell what the industry is doing. The steel manufacturer, for instance, finds in the production statistics of steel ingots the measure of activity of the steel industry; he can compare current figures with those of previous months, or monthly averages in previous years, and know just how far a certain trend of either advancing or declining production has gone. In the case of industries whose output varies considerably with the season of the year, as cement manufacturing or flour milling, comparison is best made with the corresponding month of the previous year, or with an average of such months. An even better means of visualizing the trend in a seasonal industry is to plot a chart showing the normal seasonal movement in the industry and then against this line show the movement for the current year, and possibly the previous year also. In this way the executive sees not only the actual comparative figures, but their relationship to the normal seasonal trend.

The current movements of the production curve will often indicate, particularly in conjunction with data on shipments, stocks and unfilled orders, whether it is best to curtail output to avoid glutting the market or to increase it to make up for shortages.

A comparison of the production figures of one product with a competing line will show the extent to which one is forging ahead of the other in popular esteem. Comparisons of production figures between two periods of time show the effects of industry advertising.

Statistics of Capacity Have Great Value

Capacity figures for an industry are very valuable in connection with production statistics. Knowledge of an industry's capacity shows, first, the relation which current production bears to capacity and thus indicates the extent to which production can still be increased without resorting to plant expansion. Although an individual plant may be working at capacity, it would be dangerous for it to expand its facilities if the industry as a whole were busy at only a fraction of its capacity.

A second use of capacity figures is to correct the production curve over a long period

of time. Steel production, for instance, is very much larger than before the war, but the relationship that means most to the steel man is whether this increase is in proportion to the greatly increased capacity of the industry as a result of the war.

A third use of capacity figures is much like the second and answers the much-mooted question, "Is the capacity of our industry too large in relation to present demand?" Demand in this case is represented by shipments of manufacturers or consumption by purchasers, whichever figures are available.

A fourth use of capacity data lies in comparisons between production statistics in different months when a varying number of firms report.

Statistics of Shipments Indicate Rate of Consumption

While production figures measure plant activity, statistics of shipments show the rate of consumption of the products.

Comparison of shipments with production shows whether the industry concerned is producing more or less than consumption requirements, according as production is greater or less than shipments. Of course, due account must be taken of normal seasonal conditions, but these can readily be gleaned from a chart showing the production and shipment curves.

A third important use of shipment figures can be made if they are shown by destination, thus indicating consumption by States and the location of the best markets for the product. Such statistics will also show the relative growth of the various sections as consumers of the product, enabling sales managers to look ahead and plan for campaigns in the fastest-growing sections. In using these statistics, however, care should be taken that they be representative of all sections of the country, or else they will be misleading.

Statistics of Stocks on Hand Will Avert Over-Production

Stock figures of materials held by manufacturers or consumers are chiefly valuable as indicating the extent to which the industry is supplied with its material, and thus give an idea as to whether there is likely to be a large demand in the near future, which would be likely to bid up prices, or whether, with large stocks on hand, consumers would be out of the market in the near future. Of course, allowances must be made for seasonal influences. Material stocks also indicate, when divided by the average daily consumption of the industry, the number of days' supply of materials on hand and any changing practices as to hand-to-mouth purchasing, for instance, can be shown by comparison of these averages over a long period.

When stock figures for an industry are high, a lessened demand is indicated and executives will naturally try to cut down their production schedules somewhat until the overhanging stock is disposed of. On the other hand, if stocks in the industry are very low, manufacturers will increase production in order to have goods on hand to share more fully in the indicated increased business. Stocks divided by average monthly shipments will show the average time in months that it would normally take to work off present stocks and in this form can be compared readily with conditions in other years.

Statistics of New Orders a Good Business Barometer

Statistics of new orders, fluctuating still more widely than production, forecast in a measure the volume of output. New orders are probably the best business barometer because they reflect business sentiment exactly. Production figures in any particular month may consist of orders received some months previous and shipments, in turn, may comprise goods produced at some previous time, but orders register immediately the thoughts of consumers that it is the time to buy. Furthermore, production and shipments in any one month are practically limited by plant capacity and railroad facilities. There are, however, no limits on orders, unless individual companies refuse to receive bookings after having filled their productive capacity for several months ahead and, even in this case, the orders are liable to go to other companies and thus still appear in the industry statistics.

Order figures can also be compared to advantage with production and shipments, to indicate whether the demand is above or below productive activity or consumption deliveries. Care should, of course, be taken to allow for seasonal conditions in the receipt of orders which might be different from the seasonal movement of production or shipments.

Statistics of Unfilled Orders Provide a Basis for Future Operations

Unfilled orders at the end of each month show the net result of the receipt of orders and their fulfillment. The amount of unfilled orders for an industry indicates exactly how long the industry can operate without receiving further orders. If an individual manufacturer's books are well filled with forward business but the industry as a whole is not so fortunate, he can not increase his prices, as the other manufacturers would underbid him to secure the business which they badly needed.

How the Individual Plant May Use Statistics Profitably

Statistics may be used well by the individual firm to diagnose its own position by comparing its figures with the industry totals. Many executives chart these figures month by month to show what progress they are making in relation to the total production. Important similarities or divergences may be revealed in such comparisons and may lead to valuable investigations of causes for differences. The percentage of a firm's sales to the grand total may be watched very closely so as to see if the individual firm is getting its proper share of the total business. In months of declining business, if sales maintain their average relationship to the total, decline in business is not due to any defect in sales force but rather to general conditions. The sales manager can also use this percentage as a very effective sales quota for his sales force, for it does not penalize the good salesman when business in the industry is poor, because the quota represents merely a certain proportion of the actual sales of the entire industry for the month and fluctuate up and down with business conditions in that industry.

Similarly, a comparison of stock figures will show whether the individual firm is holding higher inventories than the rest of the industry. A comparison of unfilled orders on this basis will show the firm's relative standing as regards work ahead. If its unfilled orders are in greater proportion than the rest of the industry, it can feel confident of progress, but, if not, it must dig energetically in order to be in a relatively stronger position.

Statistics of Markets of Primary Importance

Important though it is to know the statistics of one's own industry, an equally important asset is the statistical position of one's chief markets. The lumber manufacturer must keep in close touch with the building industry.

One who sells to different businesses must watch all of them. If he can foresee a slump in one industry in the near future he can swing his production to the products desired by the other industries and not be caught overstocked with unsalable material.

I understand the slack cooperage industry follows carefully, for instance, the apple crop reports and bases production on the indicated demand. I am sure you need no argument as to the value of such data.

Statistics Will Benefit Both Producers and Consumers

The foundation of business transactions on facts, however, tends to eliminate the big profits and losses on both sides, but to assure a constant margin it tends to stability of production and limitation of capacity to actual needs, it tends to lessen the expenses of both buyer and seller and thus reduce the cost to the ultimate consumer, and it tends to show the high-cost producer the true situation in time to retire intact, before having to dump distress goods on the market.

When the statistical position of the raw material shows large production and stocks on hand, purchasing can wait for concessions while, in the reverse situation, quick purchases should be made to avoid price advances or shortages. Knowledge of the raw-material situation and its prospective price changes will also help the manufacturer, who must sell far in advance of production, to name a price which will be based on the proper cost of raw materials.

Statistics benefit not only the consumer, by enabling him to buy most economically, but the producers themselves also benefit, in that the consumers' buying is increased just when the producer needs it most—that is to say, when prices are lowest—and it enables him to run his plant more evenly, without having to increase capacity for a great peak load and then keep it idle.

Statistics of General Business Necessary

You should consider more than the current statistics of your own products and the principal industries consuming these products. The business man should go further for facts to tell him of expected future trends and take a glance at the general, or composite situation. When a depression comes along, as was proved in 1921, almost all industries topple like a house of cards when a severe push is given to the industrial fabric. One's own industry may seem secure, just as a ship at sea on a calm day, but squalls or hurricanes will not find the ship unprepared if it has weather reports indicating their approach. Not only can certain general statistics be used to portray the general situation, but studies have revealed that certain industries habitually precede other industries in feeling both depression and recovery, and these should bear intensive watching. I can not go into further detail on this point, but you can plot the production of sales of your own industry and those of related industries over a period of years month by month, and determine fairly well the order of precedence in their reaction to the business cycle.

The Department of Commerce has compiled composite indexes of production, stocks and unfilled orders, which may be used to interpret business as a whole in the same manner as these items are used in individual industries, as previously described. The movements of the combined indexes are slower and not so irregular as the individual industries, but their indication of the trend is more definite, as they are not likely to be affected by special conditions influencing the industry totals.

Current Statistical Data Will Stabilize Any Industry

The use of current statistical data to plan business policies on a basis of facts has already brought forth fruit in the more even level of our business cycles. Both the threatened boom in the spring of 1923 and the pre-election depression of 1924 were kept within very narrow limits and the production indexes for 1925 show the most stable output since these indexes have been in operation. I would not argue that these results have been accomplished merely by the use of statistics, but I think that, directly and indirectly, the use of statistical data has contributed in large measure to such accomplishments.

Furthermore, the demand for statistical data is greater than ever, industries already possessing some figures are clamoring for more, inquiries as to the use of statistics are piling in on us, we have been told of absolute savings of thousands of dollars in purchasing, producing or selling through the knowledge which statistics supply, and, finally, the statistics collected in the "Survey of Current Business" have been variously called "the greatest step in our industrial life since the inauguration of the Federal Reserve Board," "the right hand of every modern business," "the best statement of current business conditions," and "Uncle Sam's best dollar's worth."

Statistics Are the Guiding Not the Motive Power of Business

Statistics are not the whole cure for business ills or the whole force of business progress any more than a compass can make a ship go. But the information which the compass gives of the ship's course is vital to its proper navigation, and, similarly, the information about the course of business is becoming more and more vital to the proper steering of the course of each industry. Rule-of-thumb methods and guesswork may have been all right in "Grandfather's day," but the industries and concerns which are clinging to methods because "Grandfather made money this way and I guess I can," are being pushed aside by twentieth-century ideas, just as the sailboat was pushed off the ocean, the horsecar off our city streets, and candle light from our homes.

In expressing his appreciation and the thanks of the members to Mr. Nellis for his very able address, President Davis stated that while the cooperage industry generally had not heretofore come directly in contact with Mr. Nellis, nevertheless, its members realize that they have the co-operation of the Lumber Division in the upbuilding of their Association, as well as the entire cooperage trade, and that the future must see the cooperage industry making great demands on the Lumber Division for pertinent information helpful to the manufacturers of cooperage and cooperage stock.

Convention Adopts Amendment to By-Laws

The next matter up for discussion was the following amendment to Article 4 of the By-Laws: "To amend Article 4 by adding 'Membership dues shall be payable in advance semi-annually, January 1st and July 1st of each year, or quarterly.'"

On motion by S. C. Nancarrow, which received a second from T. J. Nash, the amendment was adopted as read.

Entire Association Body Pays Tribute to Splendid Work Done by A. C. Hughes

Undoubtedly the finest moment in the general session was when President Davis, after announcing the resignation of Andrew C. Hughes, field representative of the Association, to become editor of *Barrel and Box*, Chicago, read the resolution carrying the expression of the membership's recognition and appreciation of the sincere, untiring, loyal and valuable work of Mr. Hughes in the interests of the wooden barrel, and extending to him the Association's good wishes in his future endeavors.

On request by the president that motion for the adoption of the resolution as read be made, Burleigh Jacobs arose to ask the honor of sponsoring the acceptance of the resolution. How Mr. Hughes in his trade extension work has not only won many victories for the wooden barrel over substitutes, but has also won over those cooperage men who at first were prejudiced against him was generously and frankly attested to by Mr. Jacobs when he said:

"Mr. President, may I have the honor of sponsoring this resolution. I will move it or second it or whatever is necessary. I would like to have you recall that four years ago we were one of those who were distinctly antagonistic towards Mr. Hughes, and I would like to have the privilege of being the one to move and second the resolution at this time, in appreciation of his splendid work, and the way we feel about Mr. Hughes' work for the Association."

After Mr. Jacobs had made and seconded the motion, the resolution was passed amid a tumultous burst of applause.

Mr. Hughes Acknowledges Tribute

Mr. Hughes arose and very feelingly thanked the Association for the appreciation expressed in the resolution as adopted and said that the resolution would be treasured for all time.

"There is a tug at my heart even now that I am about to leave you, because I have labored in the cooperage vineyard for over 35 years. Rarely does it happen that a man could have the experience or opportunities for observation or opportunity to watch developments and achievements such as have come to me. In fact, I think, Mr. President, that in speaking of the cooperage industry I can truthfully say that much of it I saw and a part of it I was."

In Memoriam

At this point President Davis announced that the resolutions committee had been instructed to prepare suitable expressions of sympathy on the deaths of such Association members as have passed away since the last meeting, said resolutions to be mailed to the respective families.

E. J. Kahn the New President

In a few brief but fine and sincere remarks, President Davis announced the Executive Committee's selection of president for the ensuing year, Mr. Edgar J. Kahn, of the National Cooperage and Woodenware Co., Peoria, Ill. "In having served you as president," said Mr. Davis, "I have endeavored to do the very best I possibly could, and I want to thank everyone of you for the fine support you have given me. I certainly appreciate very much, more than I can tell you, the honor you conferred on me when you elected me your president. And now, gentlemen, I introduce to you your new president. Mr. Edgar J. Kahn. You all know him and what a hard worker he is, and I urge you to get behind him and give him your full support. If you do this, you will discover you have an Association that will carry on and will be looked upon with envy by other associations. You will now hear from President Kahn."

Mr. Kahn was given a vociferous round of applause on taking the chair.

President Kahn Expresses Appreciation

This is a very great honor that you have bestowed upon me today, and I want to assure you that I appreciate it from the bottom of my heart. And also, from my experience on the Executive Committee, if you will pardon that personal reference, I realize the very great responsibility that attaches to the office of president. Our Association is a very large one, and it is a very fine body of men. They are more clearly each year finding out the importance of the cooperage industry, not only as a domestic operation, but also as a world trade. We have in our hands the use of one of the most valuable of our natural resources, and we are going to have in the future, as we have had in a measure in the past, the support and guidance and the help of the Department of Commerce. Mr. Nellis coming here from Washington is an indication of that fact. We should take our Association very, very seriously; we are paying real money to belong to the Association, and the justification of our getting together is that we shall make our industry a better one, and that means in every department. We are continually working, and have made progress in the matter of quality. I think that the barrels, both tight and slack, that the industry turns out, due to the greater care with which the staves are manufactured, the care that is used in the manufacture of heading, and to the same careful supervision in the cooperage plants, are now being looked upon with greater favor than ever where their use is indicated.

Accurate Monthly Statistics Will Make Cooperage Industry Healthy and Prosperous

At this session we have had two very splendid talks, and I can not help but be impressed with one remark made by Doctor Gephart, and that is "Let's get the facts." The picture occurs to me of a person or a man who is a little indisposed occasionally, and he looks around and he sees his friends, Mr. Hardwood Lumber, and Mr. Maple Flooring, and Mr. Cast Iron Pipe and a number of others of his friends in splendid health, relieved of all of these different cramps and pains, and he asks those friends of his what the reason is for this splendid condition of their health. They say, "We will tell you what we are doing; we are taking a dose of accurate statistics every month." Now, I am not going to enlarge on that; you are not expecting a speech from me, nor could I deliver one, but I believe if this industry, as represented by this Association, would take a dose every month of accurate statistics—we are taking a small dose at times now—we will be in much better health in another year. So I say, "Let's get the facts."

Now your Executive Committee, of which I am a member, is going to carefully conserve all of the various valuable things that are handed down to them. The members of the Executive Committee, who are now leaving the offices to which they were elected a year ago, have been very, very conscientious; there have been meetings in which the reputation not only of individual members, but of the industry itself, has been conserved. In all of these meetings, presided over by Mr. Davis, we have felt that in his hands this Association was well cared for. He has handled every one of the situations brought up to him with patience and with tact, and this Association owes him not only its thanks, but the continued support that I know he will welcome while he is still a member of the Executive Committee, and before I extend thanks to some other members, I wish this Association would rise and give Willard a real hand-clap.

The rising vote was given with generous applause added, for which expression retiring President Davis returned his thanks.

President Kahn said he believed he voiced the feelings of the entire convention when he said that the St. Louis Entertainment Committee had treated them royally and the applause which greeted this expression showed that Mr. Kahn's belief was well founded.

Open Discussion on Trade Conditions

The meeting was then thrown open for general discussion on any matter or subject which had for its object enlightenment as to present trade conditions, future prospects, Association advancement, etc.

E. P. Voll Says Co-operation Will Mean Banner Year

E. P. Voll, president of the Voll Cooperage Co., St. Louis, opened the discussion by speaking generally upon trade conditions. Mr. Voll said the cooperage industry had much to be thankful for and he urged that every cooperage and cooperage stock man, tight and slack, co-operate with each other and with Association officers in every way that they could, as such co-operation would mean a banner year for all.

Burleigh Jacobs Makes Excellent Suggestion for Future Convention Program

There is no doubt but that Mr. Burleigh Jacobs expressed the sub-strata feelings of a large majority of Association members, relative to convention meetings as they have been, and that he struck a most responsive chord when, in responding to President Kahn's direct request for trade remarks or Association suggestions, he said:

"I would like to state, in appreciation of the meeting that we have had this morning, that I would like to see two days of a convention just like this, with prominent speakers, men who have valuable knowledge and know how to give it to us. Let them come here and tell us real constructive facts about business in general, and let us get away from some of the things that just have not been quite beneficial in the past. Big economists and bankers, men who bring us information that is well worth while; such speakers will pay for these trips to the convention. I, for one, would heartily like to see the whole convention program filled up with that sort of thing. I would be here at 9.30 or 8.30 in the morning, instead of the way it is now, where it takes until 11 or half-past 11 to get them in here and get started, because we do not feel that some of the things are beneficial. I would like to see that sort of thing included in the future meetings, more than in the past.

President Kahn Enthusiastically Approves Mr. Jacobs' Suggestion

"That is a splendid suggestion," said Mr. Kahn, "and it is very encouraging to the Association officers to have that expression of appreciation from you, Mr. Jacobs. I believe with you that this Association is entitled to the best minds on any subject that we could hear. I am sure if we feel we want them that we will be able to get them here. The only thing that is necessary is to get full support and for all to come to the meetings, and to show our speakers that you really appreciate them."

All order of business being transacted, President Kahn brought the General Session to a close by advising that copies of the printed reports of all officers should be taken by the members and thoroughly read.

Whereupon the Eleventh Annual Convention of The Associated Cooperage Industries of America was declared adjourned with President Kahn's good wishes to all for every success, and the admonition that he would look for them at the semi-annual meeting which is to be held in November at Chicago.

The Banquet

The annual banquet was held in the Main Dining Room of the Jefferson on Tuesday evening, May 4th, and that it was a huge success goes without saying.

The cuisine was everything to be desired, and the entertainment features provided by the St. Louis cooperage fraternity reached the peak of excellence. The fun came fast and furious, without a dull minute throughout the evening. The singing of the Jacobs boys of Milwaukee assisted by the versatile "Vic" Krafft, was easily the hit of the evening. Moreover, the professional talent caught the enthusiasm of the gathering and they stepped on the gas from start to finish.

Mack Morris Supplies Interesting Convention Picture

JACKSON, TENN., MAY 5, 1926.

EDITOR, THE JOURNAL:

Several days ago the writer came across the picture which was made of the first meeting of the Tight Stave Manufacturers, held in St. Louis on June 7, 1904, at the old Southern Hotel. I feel sure that the picture will be of quite a good deal of interest if reproduced in THE JOURNAL right at this time.

You will note the first picture on the right is Mr. McCann, founder of THE NATIONAL COOPERS' JOURNAL. And it may be of interest to some of the newer members of the tight stave fraternity to view the convention picture, as this meeting was held prior to the existence of the I. C. C., income tax, Volstead act, etc., yet, everyone was happy.

Yours very truly,

MACK MORRIS, *Pres. and G. M.*,
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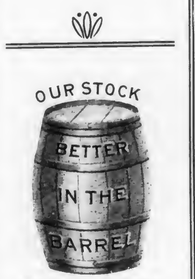

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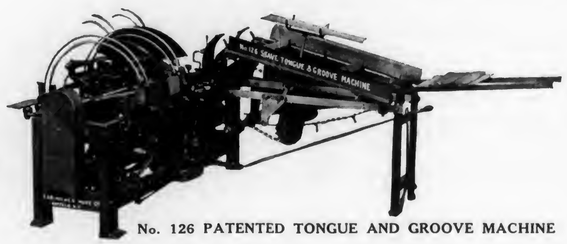

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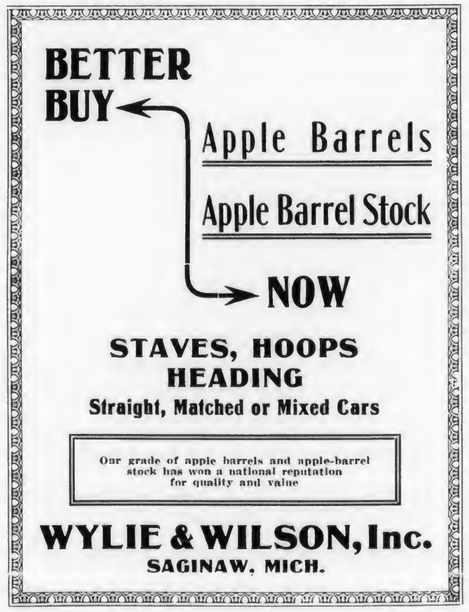

The National Coopers' Journal

FORTY-SECOND YEAR | Philadelphia, July, 1926 | $2.00 PER YEAR VOL. XLII, No. 3

Increased Trade Looked for in Louisville

Late Crop Seasons May Develop Rush Business—Stock Manufacturers on Sane Production Basis

The fact that some of the tight cooperage manufacturers are withdrawing quotations would seem to indicate that they believe there will be a considerable amount of business done over the next few weeks. A number of houses are reported to have withdrawn quotations, and are now quoting only on specific inquiries. There are several reasons behind this move, one being that spirit stock is very scarce and hard to locate, several coopers reporting that this stock is so scarce that higher prices would not be surprising to them.

Late Crop Seasons Will Develop Rush Orders

Another cause for the recall of prices quoted is that crops are six weeks late, which means that early season business may be a trifle draggy, and that when the rush comes it will be big, and a lot of business will have to be done in a shorter than normal period. This will work to the advantage of the big concerns, with plenty of stock and large capacity, but will make it hard on small plants with limited capacity, especially if they have no stock in hand.

Stock Manufacturers Producing Conservatively

Another phase of the situation which points to a firmer market is the fact that southern producers of staves and heading, both keg and barrel stocks, are not pushing manufacture in efforts to produce, and it does not look as though the market will be flooded with overproduction.

Business So Far for 1926 Greater than Same Period Last Year

The tight barrel manufacturers have been busier since January 1st than they were over the corresponding period of last year. Business has been steadier, and operating conditions better. Consumers of barrels have had continued good business and the outlook for the future is very favorable.

Apples Will Have Excellent Crop

Just what the 1926 crops will bring out is a question. The long, cold, rainy spring has resulted in fruit crops doing well, they coming into bud and bloom later than usual, and escaping many of the early frosts. Apples look very promising, and should aid both tight and slack barrel producers. Cucumbers and other items have been backward, but are looking promising.

The strawberry season was late this year by a couple of weeks, but a considerable number of packages were used by the syrup and preserve interests, berries being put away in cold storage in cold pack for later use.

Prices Quoted by Barrel, Keg and Stock Manufacturers

Present quotations show red oak jointed staves at $1.05 a set; jointed gum staves, $1 a set; red oak oil staves, $55 a thousand; white oak, $65 to $75 a thousand; red oak circled heading, 41½ cents a set; white oak circled heading, 43 to 44 cents a set; gum heading, 38 to 39 cents a set at mill points.

Gum barrels are not being pushed in this market, as coopers are asking around $2.70 a barrel, whereas some eastern houses have been quoting as low as $2.40 for 55-gallon packages, a price which is not interesting to local producers.

The average quotations of tight packages, as of June 20th, in carlots, with a ten cents per package increase in less than cars and 25 cents increase in lots of less than 25, are as follows:

	Red Oak		White Oak	
	Contract	Spot	Contract	Spot
1 Gal.	$ .63	$ .55	$ .73	$ .60
2 Gal.	.80	.65	.90	.70
3 Gal.	.85	.80	.95	.85
5 Gal.	1.15	1.00	1.25	1.10
10 Gal.	1.55	1.43	1.65	1.53
15 Gal.	1.75	1.60	1.90	1.70
20 Gal.	2.15	1.80	2.30	1.90
25 Gal.	2.25	2.15	2.40	2.30
30 Gal.	2.35	2.25	2.50	2.40
50 6Hp.	3.00	2.95	3.25	3.10
50 8Hp.	3.25	3.10	3.40	3.25

	Spirit		Charred	
	Contract	Spot	Contract	Spot
1 Gal.	$ .95	$. 85	$1.10	$1.00
2 Gal.	1.15	1.00	1.30	1.15
3 Gal.	1.35	1.20	1.50	1.35
5 Gal.	1.90	1.75	2.10	2.00
10 Gal.	2.25	2.10	2.50	2.35
15 Gal.	2.45	2.30	2.70	2.55
20 Gal.	2.90	2.70	3.15	2.95
25 Gal.	3.20	3.10	3.45	3.35
30 Gal.	3.45	3.30	3.70	3.55
50 6Hp.	...	...	...	...
50 8Hp.	5.05	4.90	5.55	5.40

Flour barrels are quoted at 85 cents each; produce, 65 cents; and one-head product at 50 to 55 cents each. Slack barrel houses should handle fair volume on potato and apple barrels.

Flour mills have been running on a good schedule this month, and are accumulating warehouse stocks to take them through the close-down period over late June and early July, while waiting for the new wheat.

Dry Weather Affecting Potato Crop

It is claimed that dry weather following a late spring materially retarded the potato crop in Jefferson County, which is claimed to be the largest potato-producing district in the world, it being one of the very few districts which produces two crops annually, that is a spring or summer and a late fall crop. The first crop doesn't promise to be very large. Carlot shipping will start about the middle of July, and perhaps as early as the 5th of the month.

The Grim Reaper Visits Trade

Eugene Owen Walsh, 48 years of age, of the Eugene Walsh Cooperage Co., Louisville, died the morning of June 16th at his home on Rowan Street. Mr. Walsh is survived by his widow, a son, John Walsh, two daughters, Misses Lorena and Fern Walsh, four sisters and three brothers. Funeral services were on Friday afternoon, with burial in Cave Hill Cemetery.

Henry Pfeiffer, Sr., 82 years of age, for a number of years proprietor of a small cooperage plant in Louisville, who retired a few years ago, died recently at his home at 4547 Western Parkway. He is survived by three sons, Henry, Jr., George C. and John H. Pfeiffer, and four daughters, Mrs. John Keller, Miss Lena Pfeiffer, Miss Minnie Pfeiffer and Miss Katherine Pfeiffer. Funeral services were from his home, with interment in Cave Hill Cemetery.

Mrs. Margaret E. Wymond, 83 years of age, widow of the late William S. Wymond, pioneer cooperage man, and one of the organizers of the Chess & Wymond Co., died in early June at her home in Louisville following a long illness. Mrs. Wymond was a native of Madison, Ind., coming to Louisville more than fifty years ago. Later her husband and W. E. Chess formed the Chess & Wymond Co., which took over the cooperage department of the Chess & Carley Co., now the Standard Oil Company of Kentucky. Mrs. Wymond was mother of the late Louis H. Wymond, who for a number of years was head of the company, and grandmother of William I. Wymond, now president of the company, and of Louis H. Wymond, Jr., and G. O. Wymond, active with the concern today.

Preparing for an Active Season

Geo. L. Milligan Co., Orillia, Ont., are manufacturing large quantities of hoops, staves and heading in anticipation of an active season. While considerable business has already been booked, yet the success of the apple crop will be a big factor in expected increase in the demand for barrels.

Buffalo Flour Millers Increase Use of Cooperage

Advantages of City as Flour Center Growing—Yearly Output Estimated at 9,850,000 Barrels—Greater Volume of Business for Coopers from Flour Mills

The flour production of Buffalo has steadily increased during the past twenty years. The advantages of this city as a milling center were pointed out the other day by C. H. Cochran, assistant manager of the Washburn-Crosby Co., in an address before the Buffalo Real Estate Board. Mr. Cochran also referred to the advantage which the milling trade afforded to other industries, including the cooperage industry. He said that for the ten months of the present crop year production of the Minneapolis mills had been 11,200,000 barrels of flour, that of the Buffalo mills 8,526,000 and of the Kansas City mills 4,851,000 barrels. For the year ending June 30th it is estimated that Buffalo flour production will reach 9,850,000 barrels, with a value of $78,500,000. While only a small part of this flour is shipped in wooden barrels, there has, nevertheless, been considerable business from the flour millers for cooperage manufacturers of Buffalo and Niagara Falls.

Apple Crop Will Average 80 Per Cent. of Normal

The fruit crop will be late this year, the official report of the State Department of Farms and Markets declares, and it is difficult at this date to predict how large the apple crop will be. The average date of full bloom of apple trees was June 3d in the Lake Ontario region and May 23d in the Hudson Valley. This is about 10 days later than usual. The apple trees showed 80 per cent. of full bloom, compared with 72 per cent. last year. The bloom was heavier in the Hudson Valley than in western New York. Baldwin apples are expected to produce a comparatively light crop.

Late Apple Season Delays Barrel Demand

A cooperage manufacturer who has recently traveled through the Lake Ontario fruit belt, says that coopers are feeling the effects of the late apple season, as there are not many inquiries for barrels. One or two coopers called upon had opened their shops, but found little encouragement and had either closed them or contemplated doing so unless more orders came in soon. Low apple prices received for storage fruit have discouraged the growers from placing early orders for barrels likely to be needed this season.

Coopers' Flag of the Montezuma Marshes

The Montezuma Marshes, covering many miles of territory in the Finger Lake section of this State, are the source of a large quantity of flag, which is used to a large extent in the cooperage industry, as well as for chair-bottoms, baskets, etc., and as a by-product in the making of pasteboard, cartons and wrapping paper. Hundreds of thousands of bales are shipped from these marshes, much of this quantity being for the cooperage industry. R. E. Traver, Montezuma, N. Y., and P. T. Casey, Seneca Falls, N. Y., handle great quantities of coopers' flag, and it's A-1 flag, too.

Slack Prices Slightly Lower

The average prices quoted on the Buffalo market for slack cooperage stock, as of June 20th, are as follows:

5′ 6″ hoops	$16.00 to $16.25
6′ hoops	16.75 to 17.00
6′ 9″ hoops	17.25 to 17.50
No. 1, 28½″ gum mixed staves	18.75 to 19.00
No. 1, 30″ gum mixed staves	19.50 to 19.75
Mill-run, 28½″ cottonwood	13.00 to 13.25
No. 1, 17⅛″ basswood heading	13¾c to 14¼c
Mill-run, 17⅛″ h'dw'd heading	10¾c to 11¼c
Mill-run, 17⅛″ pine heading	9¼c to 9½c

Notes of the Trade

The Niagara Cooperage Co., Lockport, reports trade as rather light at this time. It is too early for much buying in the fruit barrel line, and the Lockport flour mills are not running actively.

The Quaker City Cooperage Co. finds the flour barrel demand less active than earlier in the year. This is a normal situation for this time of year, when many buyers are waiting until new crop flour comes into the market, often at lower prices.

Will Erect New Stave Plant

Erection of a large stave mill and finishing plant at Russellville, Ark., has been decided upon by the Export Cooperage Company of Memphis. The company recently purchased 12 acres of land, which will be used as a plant site.

The company had planned to abandon its plant at Leslie, Van Buren County, one of the largest in the State, and move it to Russellville, but President R. W. Taylor has announced that the company has available timber supply accessible to the Leslie mill for about three years and has decided to erect a new mill in Russellville.

The company owns over 30,000 acres of hardwood timber in Pope and Newton counties, much of which has been made available to markets with the completion of the highway north from Russellville through the Ozark Forest. Laterals extending east and west from the highway at Dover put most of this timber in easy reach of Russellville.

Damaged by Fire

A fire recently occurred at the plant of the Northern Ohio Lumber and Cooperage Co., Parkin, Arkansas, which damaged the planing mill, two cars of stock and the loading platform of the company. The loss entailed was approximately $25,000, and is partially covered by insurance.

St. Louis Cooperage Trade Enjoying Good Business

Business conditions throughout St. Louis cooperage circles, slack and tight, are unusually encouraging right at this reporting, most of the members of the trade being in a very cheerful frame of mind. Volume of orders are already booked, and the prospects for continued and increased business in the future is the undoubted cause for the prevailing optimism among cooperage and cooperage stock manufacturers.

Prices are holding stronger and in some instances, especially in slack lines, where demand is heavy, with quick delivery specified, an advancing tendency in quotations is to be noted.

Most of the plants in and around the city are increasing their output, which is a satisfactory indication of growing demand on the part of consumers of barrels and barrel stock. Nearly every one connected with the slack production end of the industry is looking to the 1926 apple crop for a very substantial run of business at profitable prices. Reports of heavy harvests are being received from the apple-growing sections, and the cooperage and cooperage stock manufacturers are laying their plans accordingly in anticipation of helping to handle the crop.

Tight operators, stock and barrel, particularly emphasize the difference in present trade conditions and those existing at the same time a year ago. Present report of the tight cooperage stock manufacturers is that not only is the price market stronger, owing to the increased demand for all kinds of tight stock, but the demand argues well for the improved business which the tight barrel man is enjoying or preparing to enjoy. The improved trade and business conditions are noted in all lines of the cooperage industry, and the prediction is that 1926 is going to be a most satisfactory year in every respect, with all ready to enjoy the prosperity and to hope that it extends over a good long period.

Make and Repair Drum Saws

The Southern Stave Saw & Machine Co., Birmingham, Ala., advise us they are better equipped than ever before to give service in the way of resteeling drum saws. The company make and repair all sizes of barrel and keg stave saws, and their slogan is "Why send your saw a thousand miles to be resteeled when we can do it in the South at a large saving?"

I. C. C. Upholds Rates on Cooperage Stock

Rates on barrel staves and headings from Camden, Ala., to Pensacola, Fla., are not unreasonable or unduly prejudicial, according to a decision of the Interstate Commerce Commission in the case of the Pensacola Cooperage Company vs. the L. & N. Railroad.

Erecting Stave Mill

J. H. Hamlen & Son Stave Co., of Little Rock, Ark., is erecting a stave mill at Ingram, Ark.

Steady Market for New Orleans Cooperage

Potato Barrel Trade Brisk—Increased Use of Barrels for Bananas Is Noted—Green Corn Shippers Again Making Their Demand on Local Trade

An examination of the records of the railroads entering New Orleans shows that this city is receiving cooperage stock at the rate of about 275 carloads per month. But few carloads are shipped out, and the export business is rather dull, so it appears that most of the stock received here is shipped by truck to the branch shops or is made into barrels here, either to be knocked down and exported in shook form or to be used in this immediate vicinity.

During April, the last month for which railroad statistics are available, 252 carloads of stock were received here, so the April receipts were a little below the average, though above the receipts for the same month last year. Business is growing, even in an off month.

Increased Use of Barrel by Banana Shippers

Two or three years ago THE JOURNAL mentioned, as a curious circumstance, that bananas were sometimes shipped in barrels. This business has grown, and the ventilated banana barrel is now in common use, being one of the regular items that go to make up the day's work. The barrel is so admirably adapted to use as a banana container that it is a wonder that this trade was so slow about materializing. When packed in barrels the fruit is shielded from injury in transit, has proper ventilation to keep it from spoiling, and, a very important point, its ripening is retarded.

Lime-coated Potato Barrel Proving Popular

The demand for barrels for new potatoes is now brisk, and shippers have found that when these barrels are given an inside coat of limewash the keeping qualities of the contents are greatly improved. The whitewashed barrel is now very much in evidence among the large produce-shipping establishments here.

Recoopered Barrels Are Having Excellent Business

The business in used cooperage is good, and there is a steady market for all such packages that are emptied here.

The large amount of corn syrup received here is a godsend to the coopers. Corn syrup is not largely produced in this section, but is shipped in from the corn belt, and is used by our packers to blend with their cane syrup. The barrels are high grade, and when emptied are not used again for syrup, but are much sought after by people needing barrels for other purposes. The demand for new syrup barrels is good.

Well-made Wooden Buckets Aiding Sales

Cucumbers are grown to a large extent in this section, but just now there is no demand for pickle cooperage. The pickles on this market now seem to come from Louisville, and are shipped in five-gallon wooden buckets. These buckets are so well made that they present a very attractive appearance when displayed on the counters of the retailers. The coopers who make them are entitled to great credit for their skill, and the shippers who use them are to be complimented on their good judgment in choosing their packages. When buying pickles ask for the kind that come in buckets. When emptied, these buckets command a ready sale, though the grocers keep a good many of them for their own use.

Green Corn Shippers Still Using the Barrel

A few weeks ago some of the coopers declared that there would be no barrels used this season for the shipment of green corn, but now that the shipping season is on, it is found that corn barrels are being used the same as ever, though hampers are also used to some extent for this product.

Here and There in the New Orleans Trade

The shop of the Louisiana Manufacturing and Cooperage Co. is busy in tight barrels, halves and kegs, and is also making a good many slack barrels by hand. Trade is good, and the untimely death of the president of the company has not interrupted the work at the plant. Arnaud P. Maleig, secretary of the company, and Mr. Peyronnin are in charge of the business, ably supported by Mr. Philip Hirsch, the vice-president.

The shop on Clara Street, which the Burbank Cooperage Co., Inc., has occupied for many years, seemed pretty large, but the business outgrew the shop and a change was necessary. These people are now located at 618 Market Street, in a building that is spacious, airy, comfortable, and in every way superior to their old quarters. They really needed more room and better facilities, as they are doing a large business, specializing on second-hand barrels, but, at the same time making new packages of all the lines and sizes known to the trade.

The enormous supply of stock carried by the Southern Cooperage Co. some time ago has mostly disappeared, and the shop is working on a small supply of materials, shipping out barrels as fast as they are made and getting in new stock as it is needed.

The same is true of the other shops here. Business is fairly active, with few made-up packages on hand, and with limited supplies of stock.

Conditions are now favorable for work in the timber, and the stave and heading mills in Louisiana seem to be doing well, though it does not appear that any of the cooperage firms in this city are now actively engaged in the manufacture of staves and heading, though many of them are dealers in stock as well as makers of barrels.

July Will See Full Revival of Canadian Cooperage Demand—James Innes

The weather, which has been cold, has held back the apple trees, so they are just blossoming. The bloom is good on most varieties and in most sections, but it will be two or three weeks before a true forecast can be given. There has been a fair demand for apple barrel stock, and if the apples set well a lot of stock will be used.

The big rush after the opening of navigation for all kinds of cooperage stock has quieted down, but July will no doubt see a full revival of the demand.

Prices remain about the same. Some manufacturers, who have sold heavily, are asking advanced prices, but on the whole staves and heading are very little changed.

Hoops are lower, and are being pressed on the market, there being a little overproduction. However, when the apple barrel trade starts up, hoops are liable to skyrocket again.

General trade shows a satisfactory increase over 1925, and all trades are very optimistic for the balance of the year.

Apple Prospects Exceptionally Encouraging—C. M. Van Aken

It is gratifying to report that the eastern demand for slack barrel cooperage during the past month has been very satisfactory. There has been a normal demand along promiscuous lines, firm prices have been held on most kinds of cooperage which has facilitated expeditious selling and prompted a tendency on the part of the buyers to place orders for a supply; looking forward to the near future instead of buying from hand to mouth.

The reports which are received from the fruit districts are, without exception, encouraging. There are always conditions that may arise to interfere with a good crop of fruit. In fact, it is not until the apples are picked and packed that one is absolutely sure what the trees are going to produce. However, as we get nearer the time for picking, we are constantly passing hazardous periods and the fact that up to the present time no disaster has interfered with the good crop prospect, the coopers are buying and the manufacturers are shipping fruit barrel material with considerable regularity.

The potato crop has been requiring the cheaper grades of heading and staves as fast as they could be produced, and this trade has been sufficient to clean up the market on short hoops very well, so, as we stated at the beginning, the month of June has been a very satisfactory month for the eastern cooperage stock people and the eastern barrel makers.

Edwin T. Gibson Becomes President Brooklyn Cooperage Co.

At a meeting of the Board of Directors of the Brooklyn Cooperage Co. held June 9th, Mr. Edwin T. Gibson, vice-president of the company for the past few years, was elected president to succeed the late Thomas A. Sullivan, who passed away on May 31st.

THE NATIONAL COOPERS' JOURNAL
DEVOTED TO THE COOPERAGE INDUSTRY

ESTABLISHED 1865

ASSOCIATED COOPERAGE INDUSTRIES

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J. A. MURPHY
BUSINESS MANAGER

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will be furnished on application. Copy for advertisements should reach us not later than the 15th of the month to insure insertion in the following issue. Changes in advertisements should reach us not later than the 20th of each month.

CORRESPONDENCE

The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Don't Miss

The Sesqui-Centennial
Philadelphia

150 Years of American Independence

June 1st to December 1st

"Let us put the Cooperage industry's headlight on in front"

SO perfectly does the following address of Wilson Compton, secretary-manager of the National Lumber Manufacturers' Association, delivered at the recent annual meeting of the lumber association in Chicago, fit the cooperage industry, and so valuable is the clear-vision survey of existing conditions that we are not only using many excerpts from Mr. Compton's address, but we are taking the liberty of substituting "*cooperage*" industry for "lumber" industry, in order that all the fine points covered by Mr. Compton will not only be the more easily perceived by the cooperage and cooperage stock manufacturing trade, but that the splendid remedy suggested for our industrial ills can be at once applied.

Mr. Compton's address in part follows, the italics being ours:

The atmosphere of a declining industry has been allowed in recent years to penetrate the *cooperage* business. For this fact the industry itself is not without fault. It is also suffering the consequences. The consequences are not difficult to see—loss of markets, waste of resources and decline of profits. No industry has ever made progress by going backward.

This atmosphere of expected decline has, of course, impressed the mind of the *cooperage* consumer. It has been fanned by well-meaning conservationists, in exaggerated fear of a "timber famine," exploited by audacious competitors seeking profitable markets for "substitutes." * * * * *

The most conspicuous result of this process has been to turn over to other *packages* many of the choicest *cooperage* markets, while thousands of competitors in the *cooperage* industry have been quarreling for a share of the constantly declining remainder. * * * * * *

Much of this substitution has been built upon the shifting sands of misrepresentation and of exaggerated claims of superiority supported not by facts but by high-pressure salesmanship. *For many years this substitution menace was not* aggressively contested by the *cooperage* industry, which has, nevertheless, been its principal victim. But it is unsound and vulnerable, and it offers to a concerted *cooperage* trade extension movement its most promising opportunity.

Ability to adjust supply to demand is, of course, necessary to the stability and profitableness of any industry. That, however, is a characteristic which the *cooperage* industry, as a whole, has not yet acquired. But a confirmed policy of balancing the equation by merely reducing the supply, as distinguished from a concerted effort to increase the demand, is a sheer surrender to competitors. No battle was ever won by rear-guard action.

What the *cooperage* industry needs is a FORWARD LOOK. This can not be accomplished by merely looking backward. The past has no present value except to enable the future to profit by its experience.

Facts, leadership and perseverance—when an industry has them—are its most valuable possessions; and when it has not, its most costly deficiency. There is no short-cut, no Aladdin's lamp, no mere sleight-of-hand that will convert adversity into prosperity, retreat into progress, and loss into profit.

But that is no cause for discouragement. Rather, it is reason for determination to go forward with those things which need to be done, so that the condition of prosperity, progress and profit, when it is achieved, shall be lasting.

May I, to convert this thought into terms of specific and tangible accomplishment, suggest a practical and forward-looking program, against which may from time to time be measured the industry's performance? I submit it as a catalog of unfinished business of the *cooperage* industry. In some items much progress has already been made; in others, little. But substantial accomplishment in all of them, however tedious it may be, is, I believe, necessary if the industry is to have permanently the opportunity to prosper.

1. PRODUCTION—Financial strength and flexibility of production sufficient to maintain a reasonable balance between *cooperage* supply and *cooperage* demand.
2. Adherence to standard sizes and standard grades of stock *cooperage* items. *
3. Precision in manufacture; uniformity in grading; and more complete seasoning and refinement at points of original manufacture.
4. DISTRIBUTION—Accurate knowledge of current changes in *cooperage* production, stocks, demand and consumption.
5. Diversified sales organization.
6. CONSUMPTION—Research in *cooperage* qualities, costs and uses.
1. Extension of *cooperage* trade and diversified use for *wooden barrels*. * * *

On each of these a sermon could be preached. Each, too, can be a sermon in itself. The facts may speak for themselves. If these things are done the opportunities for greatest profit in the *cooperage* business are not in the past but in the future.

"LET US PUT THE *COOPERAGE* INDUSTRY'S HEADLIGHT ON IN FRONT."

Fallacy that Wooden Box is not a Competitor of the Wooden Barrel should be immediately discarded

NO more insidious propaganda could be conceived than that which has been fostered upon the cooperage industry these many years, that the wooden box is not a competitor of the wooden barrel.

The persistent gospel preached that the wooden box and wooden barrel can run yoked together, as it were, with no loss of trade to the wooden barrel or fear of competitive struggle, has within it not only a rank insincerity, but a deadly trade opiate for the cooperage man.

We say cooperage man advisedly, for the wooden box man knows full well, as we have found, where this gospel is leading, and he is making hay while the wooden barrel man is lulled into belief that he can rest securely upon the proclamation that there is no great danger from the wooden box as a substitute.

For years THE JOURNAL has striven to arouse its trade to the fallacy that has them ensnared, not only in the specific instance of the wooden box menace now under discussion, but in the matter of all other substitutes as well.

In the matter of the wooden barrel vs. the wooden box, the barrel man should take note and remember that behind the wooden box man stands not only his own national association, the National Association of Wooden Box Manufacturers, but the entire lumber industry of which the box man is a customer.

Neither should one fail to judge correctly of the perfectly proper business policy of this co-operative working of the lumber industry, trade press and wooden box manufacturing industry. It is fine work and THE JOURNAL commends it for the progressive spirit shown, so far as the welfare of the interests involved are concerned, but our complaint and disappointment is that many in our own great industry are so taken in by the hoax that is being broadcast, not, mind you, by the lumber interests nor by the box man, but by such public proclamationists as have other axes to grind and are after business from the barrel and barrel stock man, regardless of whether they can keep the wooden barrel in the running or not.

The wooden box is a competitor of the wooden barrel; it always has been, and always will be, and, along with the basket, hamper and fiber container, it is today threatening the apple barrel more seriously than ever before. THE JOURNAL bases this claim upon the reports received for the 1926 apple crop and its packing.

The invasion of the wooden box into the eastern apple barrel territory is repeatedly noted in reports received this year, and while there is little comfort in the information that "the recent high prices of barrels forced us to use boxes," the fact still remains that the barrel has suffered loss in the apple field.

The cooperage industry is a distinctly individualistic industry—not only one of the oldest in the world, but, economically, one of the soundest, and inseparably and indestructibly bound up with the manufacturing life of all industry and business—and it is this very individual characteristic that holds the wooden barrel in its unique position and prohibits its being associated in any way with any other shipping container, no matter how alluring the prospects of joint association may seem.

The wooden barrel stands alone as a shipping package—the industry of which it is the foundation is big enough and rich enough to stand on its own at all times, and if we can but once get the full, enthusiastic and undivided support of our entire trade behind the wooden barrel in one co-operative working unit, there is not a substitute in any barrel-consuming line that could remain a menace to the continued life and prosperity of the cooperage industry.

WANTS IN COOPERAGE LINES

Wm. J. Anderson, Shoreham, Vt., is in the market for 1,000 apple barrels.

Fulton Orchards, Cherry Run, W. Va., are in the market for 1,500 apple barrels.

Fred Hutchinson, Clyde, Ohio, is in the market for one carload of apple barrels.

J. W. Nethers, Peola Mills, Va., is in the market for apple barrel heading and hoops.

Mr. G. Gray Barnhart, Crimora, Va., is in the market for 1,500 to 2,000 apple barrels.

J. H. Beaver, Esopus, N. Y., is in the market for two cars of mill run white gum staves.

F. H. Ferguson & Son, Appleton, N. Y., will be in the market for apple barrels very soon.

M. M. Orndorff, Strasburg, Va., is in the market for tongued and grooved apple barrel staves.

Hickory Hill Orchards, Trevlac, Ind., are in the market for from 5,000 to 7,000 apple barrels.

H. L. Alexander, Martinsburg, W. Va., will shortly be in the market for made-up apple barrels.

Riverview Orchards, McBaine, Mo., will be open for quotations on 4,000 apple barrels in the near future.

Malcolm Griffin, Big Island, Va., is in the market for one car of standard No. 1 apple barrels, knocked down.

Montrose Fruit Co., Monroe, Va., have not as yet purchased this season's supply of apple barrels. They will require about 3,000 barrels.

W. H. Darrow, Storrs, Conn., is in the market for apple barrels. Mr. Darrow will use 1,000 barrels this year for shipping his apples.

C. D. Wysong, Shepherdstown, W. Va., desires quotations on apple barrels, f. o. b. Shepherdstown. He will probably ship 20 cars of apples this season.

J. P. Grasty, Coleman Falls, Va., is in the market for apple barrels. Mr. Grasty will need from 2,000 to 3,000 barrels for this season's apple shipments.

The Overbrook Orchard, Saluda, N. C., will use one carload of apple barrels this season. They have not yet purchased their supply and quotations are in order.

John J. Keith & Sons, Alto Pass, Ill., are in the market to purchase their supply of apple barrels. They will use from 5,000 to 8,000 barrels for this year's crop.

Consolidated Orchard Co., H. W. Miller, president, Paw Paw, W. Va., will probably be in the market for a few cars of apple barrel stock as the apple season advances.

Dallas Cooperage & Woodenware Co., Dallas, Texas, is in the market for two cars 19⅛" and 19¾" slack heading; 28½" cottonwood staves. August or September shipments.

J. W. Johnson, Alderson, W. Va., is in the market for 2,000 apple barrels. Mr. Johnson will buy stock sufficient for his supply of barrels if cooper is available or he will buy barrels already made up

An Outline of Progressive Drying Methods

Common-Sense Drying Methods Along Practical Lines Have Met with Success

VICTOR R. JOSÉ, JR.
Secretary, The Standard Dry Kiln Co.

Yesterday's profitable way of drying cooperage stock may be a money-losing adventure today. That is due partly, at least, to the fact that yesterday's dry kilns may not have kept pace with the results of practical experience in drying, because the type of kiln equipment for drying forest products has changed most quite recently. And one reason for this is the fact that a common sense attempt to dry along simple practical lines has naturally met with success.

Two lines of progress have been followed, one in the progressive type kiln and the other with the compartment or charge type. In the progressive type the natural need has been for a kiln with a low temperature at the green end. This condition we have produced by having no coils at the green end. Then we needed an increased temperature toward the dry end. The obvious thing was to increase the amount of heat by increasing the pipe. This we have done by placing first one layer of pipe as the material moved from the green to the dry end and then adding successive shorter layers. Each of these layers can be independently controlled so that the steps in drying are under control of the operator at all times. In no other progressive kiln have these steps been successfully combined in this manner so as to start with no piping and gradually increased in amount to the dry end under independent control of each coil with each coil of the system covering uniformly the width of the kiln.

Added to this there should be a positively controlled circulation from the dry end carrying the moisture toward the wet or loading end, and the air should not be discharged at various points along the kiln—make it work practically the whole length before letting it out. This has been done and definitely controlled by placing the flues only at a point near the wet end. With the combination of ventilation and graduated heat and with a common sense system of humidifying steam sprays, our progressive kiln is able to handle an enormous volume of continuous production and turn out such a volume of soft-textured material, that this progressive type is an investment over kilns which have not been brought up to date.

It is no longer satisfactory in the compartment type of kiln to simply have a heating system which heats the room as a whole and which you hope will heat all parts of the room in the same degree. If you have a kiln holding eight cars and the temperature at the two ends is lower, your two end cars do not dry as well. Then you must either stand a loss or take less profits every time you empty that kiln when compared with your competitor who has a kiln which will not only dry six cars properly, but the entire eight at one time. This is very obvious, and yet until recently all charge kilns have been built with the idea of heating the entire kiln. But it is clear that if provision could be made to take care of each car in the kiln so as to give it the proper temperature to speed it up or slow it down as its conditions demanded when it was not drying the same as the balance of the kiln, that this sort of kiln would be much superior to the usual type.

These advantages are now possible in the new compartment kiln on which Uncle Sam has just recently granted a patent to us and which we have designated as the Softex kiln because of the soft-textured material it produces. There is a separate heating coil for each car in the kiln. There is a separate spray so as to provide humidity for each car in the kiln. The cars are spaced apart so that there is a cycle of circulation for each car. The pipes run across the room only under the product to be dried, and the heat goes up only through the cars and, therefore, can come down between the cars so as to create circulation inside the kiln. No other kiln has ever done this, and yet it is obviously and logically the thing to do. Separate coils at the doors offset the effect of any cold temperature outside so that your end cars can be dried just as fast as the cars in the middle. This has never been done before, but is now possible in this new Softex kiln.

All of the controls for these coils and sprays are located in the operating pit and yet with all of these advantages and controls the operation is simple and the operating pit is not a complicated control room requiring an expert.

Operating pit which houses controls for coils and sprays.

A battery of Softex kilns in a Tennessee plant.

Interior view of Softex kiln.

A Small Town, But a Mighty Freight Center

An Associated Press story concerning the small town of Manchester, Ontario County, N. Y., is enlightening as to the way in which eastbound barrels and other freight are handled at one of the largest railroad freight terminals in the world. Many people have never heard of Manchester, which is 88 miles east of Buffalo, but this town is the clearing house for freight shipped in less than car lots. Two hundred men are employed by the clearing house. There are four island platforms, with capacity of 224 cars, and the average daily load is 200 cars, or 1,500 tons of freight. This includes some 50 cars of fast freight, which is due to arrive at 11.30 A. M., and is sent out on two trains at night for delivery at connections with other roads before midnight. It is the activity of the Manchester freight terminal that helps forward freight with much less delay.

Stave Rates Reduced

Announcement is made by the Southern Hardware Traffic Association that the Southwestern Rate Committee has agreed to reduce the rate on staves from Bourbon, Mo., to New Orleans, La., to 34 cents per 100 pounds, which is a reduction of 5½ cents per 100 pounds. District Manager Wheritv, of Chicago, presented the case to the committee and advises that the effective date will be announced in a short time.

Abundant Apple Crop Assured for 1926

Apple season is late, but condition of trees warrants prediction of best crop in years—Quality of fruit excellent—Apple barrel and barrel stock demand will be heavy and continuous throughout season

It has been some years since reports covering the prospective apple crop have been as encouraging as to average yield, quality of fruit, or as to the volume of business which will flow to the barrel and barrel stock manufacturing industry from the apple growing, packing and shipping trade, as this year.

Due to favorable winter and spring weather conditions, the apple trees were not only kept in an unusually healthy state, but were prevented from too early blooming, with the result that all apple-growing sections throughout the country report and expect to harvest excellent crops.

New York State is looking to harvest between 75 per cent. and a full volume crop. Virginia expects an unusually good crop which will probably reach 2,500,000 to 3,000,000 barrels. In one section of West Virginia alone growers report that they will ship from 60,000 to 65,000 barrels of apples.

Missouri estimates that its 1926 crop will be 65 per cent. of a full yield, or 575,000 barrels, of which approximately 80 per cent. will be shipped, which shipments will require 460,000 barrels. Michigan reports 74 per cent. of a crop approximating 1,800,000 barrels, with Illinois reporting a yield well above the average for the entire State.

While THE JOURNAL covered the entire apple growing, packing and shipping trade more heavily this year than ever before, the lateness of the season in nearly every section has held up full reporting for the July issue. As the season advances, however, reports will continue to come in, so that there is little doubt but that the splendid business which the cooperage and cooperage stock man can be and is confidently promised at this time will not only materialize, but there is every reason to believe that the prospective barrel and barrel stock business will steadily increase as the apple season advances.

There are two important developments in the apple field, revealed by our 1926 reporting, that should have the immediate and serious consideration of every cooperage and cooperage stock manufacturer.

The first is of good import; that is, that the apple growers of Idaho might be interested in the increased use of the wooden barrel if its economy and other advantages as a shipping package are more aggressively brought to their attention.

The second is the reverse of the first; namely, that the increasing encroachment of the wooden box upon the eastern apple barrel field is a fact that must be instantly grappled with if the wooden barrel is to hold its rightful trade in this field.

A thorough consideration of the following apple crop reports and forecasts will not only give JOURNAL readers an intimate grasp of the bigness and greatness of the apple growing, packing and shipping field, as it touches the wooden barrel, but the cooperage wants of the individual growers, packers and shippers which appear in these reports are prolific sources of business for all manufacturers of apple barrels and apple barrel stock.

Apple Crop of Middle West Will Exceed Average for Several Years

QUINCY, ILL., June 21, 1926.

EDITOR, THE JOURNAL:

The apple crop this year in the middle west promises auspiciously for abundant harvests, exceeding the average for several preceding years. While the past winter was not noted for severely inclement weather, the very low temperature prevented premature budding and blooming, thus insuring safety when the trees appeared in robes of beauty, promising anticipated harvests.

The very best cared-for apple orchards in the middle west promise fully 100 per cent. harvests. Where lack of intelligent care or manifest indifference to outcome in orcharding has been apparent, the harvest will probably range from 30 to 50 per cent. A general average of 80 per cent. of full crop has been estimated for both Illinois and Missouri. In a range of 100 miles to all points from Quincy, Ill., from 200,000 to 300,000 barrels will be required for packing the crops. In some sections the settings have not been wholly satisfactory, but June droppings have been very light and very unexpected happenings would be the only thing to destroy the existing confidence in crowning harvests.

In some previous years when favored with great harvests it has been regrettable to note enormous waste in many directions. If orchardists desire large harvests, believing them to be beneficial, they should be prepared to appreciate and to take due care of returns in favored times of prosperity.

We recall some years ago when crops were abundant, when apples were allowed to hang and rot on trees or permitted to fall and decay on the ground. If there should be no immediate sales or market for the fruit, there should be found available cold storage plants or places, such as dugouts, for the apples. Dugouts are first covered with straw, then with dirt and finally water sheds made by covering frames of standing full-length corn stalks. Before cold storage plants existed apples were kept in first-class condition by the method as outlined.

Then there is always an incessant demand for the great variety of orchard by-products, and these important varieties should never be lost sight of. Our attention has been brought to instances where by-products made from inferior grades of fruit brought better cash returns than the best perfected orchards do. It should be borne in mind that when apples are abundant in some sections there are places where there is a scarcity, and an effort should be made for a wholesome and proper distribution. Regardless of excessive abundance in any apple belt, no fruit should be wasted.

Yours very truly,
JAMES HANDLY,
Founder, National Apple Day.

U. S. Apple Crop 78.3 Per Cent.

UNITED STATES DEPARTMENT OF AGRICULTURE
BUREAU OF AGRICULTURAL ECONOMICS
WASHINGTON, D. C., June 25, 1926.

EDITOR, THE JOURNAL:

A copy of the June crop report, which shows the condition of the apple crop by States on June 1st, is enclosed herewith. No forecast was issued in June by reason of the fact that previous experience has shown that June has been found too early for the preparation of reliable forecasts. This season the apple trees along the southern shore of Lake Ontario had not, in some cases, reached full bloom by the first of June.

The first forecast will be issued on July 10th.

Very truly yours,
W. F. CALLANDER,
Chairman, Crop Reporting Board.

Department of Agriculture's Condition Report as of June 1st

Following is the Department of Agriculture's condition report of the 1926 apple crop as of June 1st for the principal producing States:

	1926 Per Cent.	1925 Per Cent.	Ten-year Average Per Cent.
Maine	73	91	84
Massachusetts	91	84	84
New York	85	74	79
Pennsylvania	86	64	72
Ohio	82	60	65
Illinois	72	59	64
Michigan	74	68	75
Missouri	65	61	61
Virginia	70	45	53
West Virginia	76	40	52
North Carolina	68	60	60
Arkansas	62	68	61
Idaho	80	78	73
Colorado	92	78	76
Washington	82	76	86
Oregon	90	75	81
California	79	50	75
U. S. total	78.3	63.4	69.5

Apple Crop in Illinois 67 Per Cent. of Normal

SPRINGFIELD, ILL., June 16, 1926.

EDITOR, THE JOURNAL:

I can best answer your request for a resume of the fruit situation by enclosing herewith our June 1st crop report, on page four of which you will find our fruit report for the first of the month. Our fruit prospect in Illinois this season is decidedly better than usual. The peach prospect is excellent, with a large increase in new trees coming into bearing this season. Pears will also average up well. Apples are rather uneven, depending upon the size of production in the various orchards last year. The prospect is somewhat better than last year, due to more new trees coming into bearing rather than a more favorable yield per tree compared with last year. Berries have been a good crop and such crops as cherries and plums and grapes, which are largely a farm orchard proposition in this State, are generally promising.

Very truly yours,

ILLINOIS CO-OPERATIVE CROP RPTG. SERVICE,
A. J. SURRATT, *Agricultural Statistician.*

Illinois Fruit Prospects Above Average

Illinois fruit prospect is well above the average. Apples are reported at 67 per cent. of normal, compared with 59 per cent. on June 1st a year ago and the 10-year average of 64 per cent. The first apple production estimate for this season will be issued on June 10th. Illinois apple production last year totaled about 7,000,000 bushels, compared with 6,400,000 bushels produced in 1924. The average production for the past five years in Illinois is 6,600,000 bushels. The size of the commercial apple crop in Illinois was estimated at 1,164,000 barrels last season, compared with 1,100,000 barrels in 1924. Apple condition reports indicate quite an uneven condition this year. In a general way, the summer apple crop stands out as much better than either the fall or winter varieties. In the southern section, or the chief summer apple-producing area, the summer apple prospect is very favorable, with only a poor to fair prospect for fall and winter varieties there. In this area the Wealthy and Jonathan varieties are reported a light crop, with Winesaps and Delicious fair to good. Farther north into the lower central and especially in the lower west central counties and extending north into Adams County, or the heavier fall and winter producing areas, these later varieties promise a fair crop. From a commercial standpoint this area will probably ship as many, if not more, carloads than a year ago. Old trees are not doing so well this year, as a rule, but the increase in new trees coming into bearing this year is very marked over most of the commercial area. In the central district Jonathans are only a fair crop. Grimes, Delicious, Winesaps, Black Twigs and Willow Twigs are the varieties showing the most favorable promise. Bens are the lightest in years.

Modern packing equipment is used in large orchards. *Courtesy Va. Dept. of Agriculture.*

Virginia Commercial Apple Crop Approximately 2,500,000 to 3,000,000 Barrels

U. S. DEPARTMENT OF AGRICULTURE
DIVISION OF CROP ESTIMATES
RICHMOND, VA., June 14, 1926.

EDITOR, THE JOURNAL:

I regret very much that owing to the late season it is impossible for me to give you a definite apple-crop forecast at this time, although I will endeavor to give you a brief statement as to the condition and prospects.

The commercial apple crop in Virginia is unusually good. There was some injury from frost during April and some trees which were heavily loaded last year have set a light crop, but, generally, most orchards will have the largest crop which they have ever produced. Weather conditions have been unusually favorable for spraying, which work was more carefully done than ever before. Fruit at this time is freer from fungus diseases and insect damage than for any season during the past five years. If weather conditions continue favorable the percentage of "A" grade will be higher than usual.

Estimates of the probable production range from 2,500,000 to 3,000,000 barrels. The final yield, however, will depend upon the season during the remainder of the growing period.

In recent years an increasing percentage of the Virginia commercial apple crop has been packed in bushel boxes and bushel baskets. It is impossible to make any definite estimate of the percentage packed in these ways, but it is possible that 10 per cent. of the total crop this season will be packed either in boxes or baskets. The number of barrels required for the crop this year will range between 2,500,000 and 2,700,000.

Very truly yours,
HENRY M. TAYLOR,
Agricultural Statistician.

Estimates 1926 Apple Crop Between 60,000 and 65,000 Barrels

PAW PAW, W. VA., June 15, 1926.

EDITOR, THE JOURNAL:

This section loaded at Paw Paw about 30,000 barrels last year; we believe it will double that amount this year, running between 60,000 and 65,000 barrels. The crop here is packed in baskets and barrels, with from five to ten per cent. going out in bulk.

The summer apple crop is fairly good, although not heavy. Grimes Golden, Jonathan, Delicious, Stayman, Winesap, Black Twig, York Imperial, Gano and Ben Davis are all well set, with the fruit nice and clean so far, as we had no rain during May to produce scab.

We think there will likely be 50,000 barrels used to pack the crop here this year, the rest going in baskets and bulk, and while we have most of our requirements in stock for making barrels, we may need a few cars of stock later on, owing to the development of the crop.

Yours very truly,
CONSOLIDATED ORCHARD CO.,
H. W. MILLER, *President.*

Commercial Apple Crop of Pennsylvania in Excess of 1,500,000 Barrels

PENNA. DEPARTMENT OF AGRICULTURE
BUREAU OF STATISTICS
HARRISBURG, June 22, 1926.

EDITOR, THE JOURNAL:

The apple crop prospects are much better than average and from present indications the total crop of the State should be pretty close to 12,000,000 bushels. This will mean a commercial crop of approximately one and a half to two million barrels.

We are unable to give extensive variety information at this time owing to the fact that our variety reports do not begin until July. The best we can say in this connection is that the prospects for all varieties except Yorks appear to be better than usual. Conditions have been and are good in all our important commercial apple counties, particularly the chief wholesale district in the vicinity of Adams and Franklin Counties. The York Imperial is the only variety thus far that has been reported a little shy.

The apple production of 1925 and average crop 1920-1924 was:

	Total Apple Crop	Com'l Crop
1925	6,970,000 bus.	1,011,000 bbls.
Av. 1920-1924..	10,089,000 bus.	1,087,000 bbls.

Very truly yours,
PAUL L. KOENIG,
Agricultural Statistician.

R. S. DILLON, HANCOCK, MD., advises he will use 3,000 barrels for his apple crop this season. Mr. Dillon is also a manufacturer of barrels and cares for his own requirements.

One of Our Specialties—

PINE HEADING

We are prepared to ship straight and mixed cars of *Pine* and *Gum* heading from our Chapman Mills

W. T. SMITH LUMBER COMPANY, INC.
MANUFACTURERS OF
YELLOW PINE LUMBER AND TIMBER
CHAPMAN, ALA.

HARDWOOD LUMBER, VENEERS
BOX SHOOKS, CRATES

PINE AND GUM HEADING
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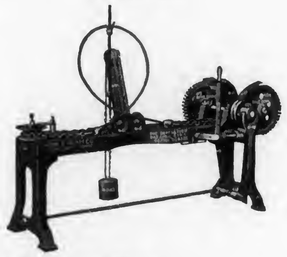

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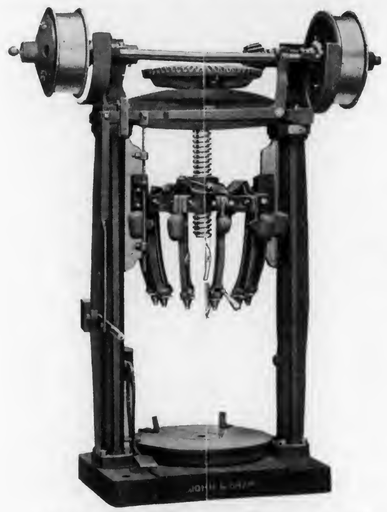

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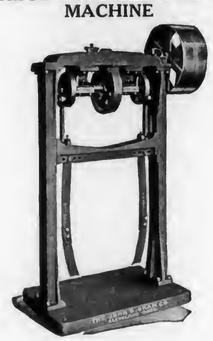

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Missouri Apple Crop Will Require 460,000 Barrels

U. S. DEPARTMENT OF AGRICULTURE
BUREAU OF AGRICULTURAL ECONOMICS
COLUMBIA, MO., June 15, 1926.

EDITOR, THE JOURNAL:

From present prospects of the farm and commercial apple crop in Missouri, I am now estimating the crop at 575,000 barrels, of which I would estimate 80 per cent. as being shipped, which would require 460,000 barrels. The Missouri apple crop is 65 per cent. normal, against 61 per cent. at this time last year. However, the farm crop is considerably better than last year and the commercial crop is poor. Our Ben Davis and Gano apples are much below the prospect for several years.

I am enclosing a special apple report made to our reporters direct.

Yours very truly,
E. A. LOGAN,
Agricultural Statistician

Missouri Apple Crop 65 Per Cent. of a Normal Crop

The June 1st condition of the Missouri commercial apple crop is 45 per cent. normal. Varieties have a condition as follows: Early Harvest, 42 per cent.; Transparent, 51; Duchess, 42; Maiden Blush, 57; Wealthy, 53; Grimes, 40; Jonathans, 48; Delicious, 46; Huntsman, 51; Missouri Pippin, 43; York, 42; Winesap, 50; Ingram, 56; Willow Twig, 41; Ben Davis, 41; Gano, 36; Stayman Winesap, 42; Black Twig, 39; Payne's Late Keeper, 59.

Among the summer apples Transparent have best prospects, and Maiden Blush of the early fall. The Jonathan bloomed quite heavily in most sections, but made a light set and the trees lately have had a bad attack of fire blight. The Delicions is probably somewhat more promising than the condition figure would indicate and quite a number of new orchards are coming into bearing. Yorks bloomed rather light and made a poor set. Winesaps in the northern section are promising, as are the Ingrams in southwest Missouri. Ben Davis and Gano in most orchards have lower prospects than other leading varieties. These two comprise about 36 per cent. of our commercial bearing trees. Spraying has been well done, but coddling moth worms are reported bad in many orchards. State prospects now are for a smaller crop than in 1925. Conditions are irregular for the crop as a whole and for varieties in various apple producing sections. The Missouri crop—farm and commercial combined—is 65 per cent. of normal.

The United States condition is 78.3 per cent., against 63.4 last year and a 10-year average of 69.5 upon basis of the total apple crop. The present prospect in all of the main apple-producing States is better than last June, except in Arkansas. Conditions are particularly above last year in Virginia, West Virginia, Illinois and Ohio. The far-western States all have prospects better than last year, with California quite promising. The Northwest Arkansas crop is reported quite close to a full crop on many orchards and is more free from worms than last year. Transparents are three-fourths normal. Jonathans promising. Grimes light. Ben Davis three-fourths, while Winesaps and Black Twigs are light. Illinois conditions are somewhat uneven. The summer crop is better than fall or winter. Southern Illinois has good summer prospect; poor to fair on fall and winter. Jonathans light; Winesaps and Delicious fair to good. Increases due to new trees coming into bearing. Calhoun County Jonathans fair, Grimes and Delicious favorable, Willow Twigs and Winesaps very promising. Bens lightest crop in years. Ohio indications as good or better than the average. Outlook favorable in Lake Erie counties: Grimes Golden, Rome Beauty and Jonathans best promise, with Baldwins, Wealthy and Ben Davis not so good. West Virginia 76 per cent. of normal, against 40 last year and 10-year average of 52. Virginia 70 per cent. against 45 last year and better than expected in early season. Should conditions continue so favorable, Virginia might produce its record apple crop. Very little scab. Spraying well done. Yorks good crop; Winesaps unusually good; Stayman and Ben Davis also good; Delicious and Grimes Golden injured by frost.

Packing apples in the Small Mountain Orchards *Courtesy Va. Dept. of Agriculture.*

Apple Bloom in New Hampshire 82 Per Cent. of Normal

STATE OF NEW HAMPSHIRE
DEPARTMENT OF AGRICULTURE
OFFICE OF THE COMMISSIONER
CONCORD, N. H., June 16, 1926.

EDITOR, THE JOURNAL:

I am sending you a leaflet issued by the New England Crop Reporting Service covering the bloom on fruit in our State. This will give you as good information as is available. My own observation, and what I have been able to learn by talking with such men as I have come in contact with, indicates that our bloom is very good this year on cherries, plum and early apples in particular. The bloom is also good on McIntosh, but somewhat irregular on Baldwins. We had a heavy bloom on Baldwins a year ago and some orchards are not quite as heavy this year. In one section just outside of Nashua Baldwins were light last year and this year they have had a heavy bloom. Conditions were none too favorable for pollenation during the bloom period.

Our commercial apple crop for the past five years has been estimated as follows: 1921, 110,000; 1922, 119,000; 1923, 120,000; 1924, 292,000; 1925, 225,000 barrels.

Car-lot shipments as reported by the U. S. Bureau of Agricultural Economics for our State were 187 in 1922, 311 in 1923, 805 in 1924, and 495 for the past season.

I would estimate that approximately one-quarter of our apples are now being handled in boxes. The figure may run a little higher than this because I think that the box is gaining in popularity at the present time. This, however, is purely an estimate on my part.

Yours very truly,
LAURENCE A. CARLISLE, *Agent in Marketing.*

Good Bloom of New England Apples

Numerous reports from the growers indicate that New England's apple trees generally carried a heavy, vigorous bloom, compared with usual bloom, except in Maine, where the bloom was late but seemed likely to be medium at best. For New England, the five varieties oftenest reported as having a good to heavy bloom are Baldwin, McIntosh, Gravenstein, Wealthy and Greening. But the less important varieties in most cases seasoned well. Another way to view it is the percentage of total reports for each variety that shows a good bloom, as follows: Baldwin, 65 per cent.; McIntosh, 72 per cent.; Gravenstein, 85 per cent.; Wealthy, 76 per cent.; Greening, 71 per cent.; Northern Spy, 25 per cent. The Spy crop thus seems certain to be light and Baldwins unlikely to be more than moderately heavy. The prospect seems to be quite uniform over New England except that Maine had a lighter bloom.

At best the blossom period seems to have been but moderately favorable. Sunshine was fair to good, but because of cold, windy weather bees could not work much and the extent of the set is uncertain.

STRAHANS ORCHARD & NURSERY, ROUTE NO. 1, MARTINSVILLE, IND., advises that the apple crop this season will approximate 60 per cent. of normal. However, all their apples are shipped in crates; no barrels are used.

New York Crop Larger Than 1925

NEW YORK STATE HORTICULTURAL SOCIETY
OFFICE OF THE SECRETARY
LE ROY, N. Y., June 17, 1926.

EDITOR, THE JOURNAL:

All indications are that New York State will have a slightly larger crop of apples than last year—85 per cent., as compared with 74 per cent. last year and 84 per cent. for the 10-year average. Baldwins and Northern Spy will be somewhat lighter and Greenings and some other varieties much heavier than last year.

Nearly all of the No. 1 apples in western New York are packed in barrels. In the eastern part of the State more boxes and baskets are used for apples. I cannot give you the estimated number of barrels expected in the State.

I will mail out to our members tomorrow the July 1st crop questionnaire. When the figures secured from these questions are tabulated I can give more accurate information.

Very sincerely yours,
ROY P. MCPHERSON, *Secretary.*

1926 Apple Crop Promises to Be Largest Ever Grown

LOUISIANA, MO., June 21, 1926.

EDITOR, THE JOURNAL:

I am sorry that I am not in a position to give you definite information regarding the apple crop this year, particularly from the standpoint of yield. I can say, however, that there is a very good crop of fruit in orchards on both sides of the river, that is, Illinois and Missouri, and at the present time this fruit is very clean, indeed. The rains of the last few weeks have done much to make this fruit of good size for this time of year, and if the growers continue with careful spraying the percentage of A-grade fruit to be entered this season should be high. There is no question but what this year's crop promises to be one of the largest ever grown in this part of the country, and there is very little difference between varieties in this respect.

Very truly yours,
MISSISSIPPI VALLEY APPLE GROWERS' ASS'N.
J. V. BREGGES, *Secretary.*

Idaho Apple Crop Will Approximate 7,000 Cars

STATE OF IDAHO
DEPARTMENT OF AGRICULTURE
BOISE, IDAHO, June 19, 1926.

EDITOR, THE JOURNAL:

The probable apple crop for the State of Idaho this season will be in the neighborhood of seven thousand cars.

We do not ship any apples in barrels, and, as about 40 per cent. of our crop is shipped in baskets and about 40 per cent. shipped in boxes and the balance in barrels, you see the information regarding the movement in barrels is rather limited.

The crop is very promising at the present time regarding size and condition.

Very truly yours,
M. L. DEAN, *Director,*
Bureau of Plant Industry.

Michigan Will Have 74 Per Cent. of a Full Apple Crop—Approximately 1,800,000 Barrels

STATE OF MICHIGAN
DEPARTMENT OF AGRICULTURE
LANSING, MICH., June 15, 1926.

EDITOR, THE JOURNAL:

I can not give you any information further than that contained in our official forecast of June 10th, which is as follows:

"The apple crop is estimated at 74 per cent., as compared with 68 per cent. one year ago. The prospect for summer and fall varieties is generally good, although reports indicated that occasional orchards in southwestern counties were injured by freezing weather. The winter varieties have apparently not set as well. Spies in many orchards are reported to be thin and some report light setting of Baldwins. The orchards were still in bloom at time of report in northern counties and correspondents were uncertain as to the exact situation."

I have been around considerably, and from what I have been able to pick up I think this is just about correct.

As you are aware, our apple crop last year amounted to about 9,000,000 bushels, of which 1,700,000 were rated as commercial. On this basis, this year's crop will be in the neighborhood of 1,800,000 barrels.

Very truly yours,
BUREAU OF FOODS AND STANDARDS,
JOHN I. BRECK, *Director.*

Minnesota Will Have a Normal Apple Crop

MINNESOTA STATE HORTICULTURAL SOCIETY
OFFICE AND LIBRARY
HORTICULTURAL BLDG., UNIVERSITY FARM
ST. PAUL, MINN., June 17, 1926.

EDITOR, THE JOURNAL:

No doubt you are aware that the Minnesota apple crop is not a very important one in figuring the total production. Most of the apples are summer apples, consequently are not held over for winter use.

Apparently the crop will be about normal for this year, although the dry weather of last year and this spring may have caused more of a reduction than I have estimated. A report from one of our largest growers is that his set seems very light.

Yours very truly,
R. S. MACKINTOSH, *Secretary.*

Too Early to Estimate Connecticut Apple Crop

COMMISSIONER OF AGRICULTURE
STATE CAPITOL
HARTFORD, CONN., June 17, 1926.

EDITOR, THE JOURNAL:

Your communication of June 14th received. A survey made by this department about a month ago indicated bright prospects for a normal crop of apples. The outlook at the present time is a little less favorable, but the department is not in a position to give approximate figures at this writing.

Very truly yours,
PHILO T. PLATT, *Commissioner.*
By LEONARD H. HEALEY, *Deputy.*

Kentucky Will Have Best Apple Crop Ever Grown

HENDERSON, KY., June 17, 1926.

EDITOR, THE JOURNAL:

Prospects for the best crop ever grown in this district are excellent at the present time. Rain is needed, though to date no material damage appears to have resulted from rather dry weather for this season. Most orchards have set good crops, and all varieties grown in this section give good prospects of crops, some heavier than others, but with the exception of Ben Davis and as very few of this variety are grown here, all varieties have set well.

More than three-fourths of the apples grown here are Winesaps, with Delicious, Stayman, Grimes, Black Twig, ranging in importance as given here. Winesaps have set unusually heavy crops, and a great deal of thinning will be required to insure good size and prevent breaking of trees.

There will probably be required as many as thirty to forty thousand barrels, a good portion of the crop going into boxes and baskets.

Very truly,
KENTUCKY STATE HORTICULTURAL SOCIETY,
BEN E. NILES, *Secretary.*

Late Apple Season in Massachusetts —Baldwins Promise a Bumper Crop

AMHERST, MASS., June 15, 1926.

EDITOR, THE JOURNAL:

Prospects for the apple crop in Massachusetts are, of course, very uncertain at this time. Many growers are even now putting in the calyx spray. The season is two weeks late.

Our leading varieties are Baldwin and McIntosh. The former appears to promise a bumper crop. The latter seems to be light. But in both cases appearances may be deceitful. Minor varieties are showing promise of a heavy yield. This is particularly true of Wealthy and Gravenstein.

Much of the largest part of our crop goes to market in boxes or baskets, few growers using barrels. I am much in doubt as to how many of these containers will be used, but might vouchsafe a guess of 20 carloads.

Very truly yours,
MASSACHUSETTS FRUIT GROWERS ASS'N,
WILLIAM R. COLE, *Secretary.*

Delaware Apple Crop Will Exceed 80 Per Cent. of a Full Crop

STATE BOARD OF AGRICULTURE
DOVER, DEL.
June 14, 1926.

EDITOR, THE JOURNAL:

The present prospect for apples is a little better than last year, when the crop was within 20 per cent. of a full crop, or approximately 300,000 barrels, including early and late apples.

Most of our apples are shipped in bushel baskets, and very few are put up in barrels. I doubt if more than 10,000 barrels are used for apples.

Very truly yours,
RALPH C. WILSON, *Secretary.*

Prospects for Maine Apple Crop Uncertain

DEPARTMENT OF AGRICULTURE
DIVISION OF PLANT INDUSTRY
AUGUSTA, ME., June 14, 1926.

EDITOR, THE JOURNAL:

The prospect for the apple crop is not particularly flattering, the blossom has been very uneven. McIntosh, Gravenstein and Wealthy have a normal bloom; other varieties are below the average. Some orchards are showing a very heavy blossom, while others are comparatively devoid. It is too early for us to make any reasonable estimate of the number. I wish it was possible for me to give you a more definite reply.

I wish it was possible for me to give you a more definite reply.

Very truly yours,
G. A. YEATON, *State Horticulturist.*

88 Per Cent. of a Full Apple Crop for Utah

THE STATE OF UTAH
STATE BOARD OF AGRICULTURE
SALT LAKE CITY, June 15, 1926.

EDITOR, THE JOURNAL:

The apple crop as of June 1st stood at 88, as compared with our bumper crop of 100 last year. However, our June condition is not very dependable for the reason that same may be materially modified by what we call "June drop." The July 1st report will be significant of the crop we may expect to harvest. Our estimate is 900 to 1,000 cars for shipment out of the State.

We use but very few barrels in Utah, in fact, we may say that we use boxes exclusively.

Very respectfully yours,
HARDEN BENNION, *Commissioner.*

300,000 Bushels of High-Grade Apples for Georgia

CORNELIA, GA., June 14, 1926.

EDITOR, THE JOURNAL:

Georgia expects to have about an 85 per cent. yield of commercial apples, from which, no doubt, 300,000 bushels of high-grade fruit will be obtained.

We use standard bushel baskets for the early varieties, but for all late or fall varieties standard boxes are used. In other words, Georgia should be classed as a "boxed-apple State."

Yours truly,
CONSOLIDATED APPLE GROWERS EXCHANGE,
J. L. ROPER, *Manager.*

Expects to Sell 80,000 Apple Barrels

ESOPUS, N. Y., June 15, 1926.

EDITOR, THE JOURNAL:

The prospects for the apple crop in this locality are very good.

I now operate the cooperage shop in Red Hook, Dutchess County, and will probably sell 40,000 apple barrels from that shop, and my shop in Esopus, N. Y.

I will soon be in the market for a car of mill-run gum (white) staves for each of my cooperage shops.

Very truly yours,
J. H. BEAVER.

Ohio 1926 Apple Crop Better Than Last Year

COLUMBUS, OHIO, June 22, 1926.

EDITOR, THE JOURNAL:

The general condition of the apple crop for the State of Ohio so far as I have been able to learn is that in general the prospect is much better than last year. This is particularly true of the early crop. In southern and southeastern Ohio we are getting reports of heavy drop of the Rome Beauty variety, which is the leading variety for that section, particularly in orchards, which were badly damaged by last year's drouth. In some instances the setting of fruit was not heavy in the drouth-affected sections. The weather has been rather dry and cool for most parts of the State much of the time since the bloom period. Very recently rains of varying extent have occurred throughout the State, being unusually heavy in the northwestern part. Taken as a whole, it seems that the apple prospect is better than for several years, judging by present conditions.

Very truly yours,
THE OHIO FARM BUREAU FEDERATION.
C. W. WAID,
Dept. of Fruit and Vegetable Marketing.

Commercial Orchardists Report 80 Per Cent. of a Normal Apple Crop

U. S. DEPARTMENT OF AGRICULTURE
BUREAU OF AGRICULTURAL ECONOMICS
RALEIGH, N. C., June 14, 1926.

EDITOR, THE JOURNAL:

This office has published no forecast of the production of apples this year in North Carolina, consequently we are unable at this time to give you any definite estimate as to the number of barrels that will be necessary for packing the 1926 apple crop.

The condition of the apple crop in this State was 68 per cent. of normal on June 1st. The commercial orchardists reported 80 per cent. of a normal crop. This figure is not comparable with last year, but with a normal, meaning a crop that would be produced under favorable conditions.

The condition on June 1st last year was 60 per cent. of normal, and the final crop produced was 3,162,000 bushels. The commercial crop last year was 160,000 barrels.

Our first production estimate is not released until about July.

Very truly yours,
W. H. RHODES, JR., *Asst. to Statistician.*

Will Probably Ship 20 Cars of Apples

SHEPHERDSTOWN, W. VA., June 17, 1926.

EDITOR, THE JOURNAL:

The apple crop here will be about 75 per cent. of a full crop. The apples at this time are clean and growing fine, but our season is about two weeks late. The June drop is just beginning and I can not tell just what this will be.

There will be about 100 cars of apples shipped from this point. I will probably ship 20 cars of No. 1 apples.

I am in the market for quotations on apple barrels f. o. b. Shepherdstown, W. Va.

Very truly yours,
C. D. WYSONG.

Quebec Will Have Bumper Crop

DEPARTMENT OF AGRICULTURE
OF THE PROVINCE OF QUEBEC
QUEBEC, June 15, 1926.

EDITOR, THE JOURNAL:

According to the reports which we have so far received from our field inspectors, we are led to believe that the next apple crop will be one of the largest which we ever had, if climatic conditions are only favorable.

In fact, it is reported that our early varieties, as well as our McIntosh Reds, are 100 per cent. heavily blossomed. Exception can be made for the Wealthy, however, as we expect a smaller crop this year than last.

We estimate this year's apple crop will exceed 250,000 barrels.

As a result of the campaign which we have made these last years, many of our fruit growers have given up the use of barrels and now use boxes instead.

Most of our barrels are made in the Province of Ontario. There are, in the Montreal district, a few coopers who can meet the demands of the local market and who get their supply of staves, heads, etc., from Ontario.

Yours very truly,
J. H. LAVOIE,
Chief of the Horticultural Service.

Illinois Crop in Flora District Lighter than Last Year

FLORA, ILL., June 22, 1926.

EDITOR, THE JOURNAL:

There was not as big a bloom as last year and, while the season to date for apples has been excellent for setting and development, I still think we will be short of last year's volume.

The summer apple crop is rather heavier this season than later apples, taking the average into consideration. Almost all the summer apples and a good part of the Jonathan and Grimes Golden move out in baskets. Storage houses charge proportionately higher rates for storage on baskets, so that not many are stored in baskets. I can not say how many barrels will be used nor make a close guess. I hope that most of the growers will decide to move most of their No. 2 on to the market in bulk and use barrels and storage on nothing but good fruit. It is the only grade they can afford to add cost of package, freight and storage and expect to get anything back.

As a whole, for Illinois, I would say the crop is shorter than last, but with good conditions continuing to harvest date it might rub last year's crop pretty close.

Yours very truly,
F. H. SIMPSON,
F. H. SIMPSON CO., *Apple Distributors.*

G. GRAY BARNHART, CRIMORA, VA., says the apple crop in his vicinity will reach 75 per cent. of a full crop, with the quality of apples good. Mr. Barnhart will use from 1,500 to 2,000 barrels and is in the market for his supply. He will also require a carload of baskets.

West Virginia Apple Crop Heavier. More Barrels Used than Last Year

MARTINSBURG, W. VA., June 18, 1926.

EDITOR, THE JOURNAL:

Prospects for apple crop through the Eastern Panhandle of West Virginia for the coming season are very favorable. Grimes, Stayman, Winesaps and Black Twigs are heavy, as well as York Imperial and Ben Davis in those orchards which did not bear heavily last year.

In spite of continued cool weather, fruit has made good progress, and, while it is yet too early to make any estimate as to probable production, from present outlook there will be a considerable increase over last season. Fruit is clean, shows good size for this time of the season, is well distributed over the trees and cool weather has prevented worm damage. With favorable weather from now on, indications are for excellent quality fruit, with a large percentage going into barrels, and there will be more barrels used this season than last in comparison with production, as last season, due to hail and worm damage, a considerable portion of our crop went to by-product plants.

Yours very truly,
ROTHWELL-GATRELL CO.

Missouri to Ship Approximately 2,700 Cars of Apples

COLUMBIA, MO., June 23, 1926.

EDITOR, THE JOURNAL:

It is our belief that Missouri will have a crop of apples slightly less than last year. The earliest reports from growers were that the crop was quite light; however, later estimates indicate that there will be more apples than originally thought to be present. As a general rule Ben Davis is light in a good part of the Ozark territory. This condition is particularly true of trees which bore heavily last year. Jonathans in the St. Joe district are also said to be lighter than last year. York Imperial also did not set as heavily as last year. On the other hand, Winesap and Ingram seem to be considerably heavier.

Missouri shipped approximately 3,000 cars of apples last year. From present indications the number should be around 2,700 cars this year.

Very truly yours,
MISSOURI STATE HORTICULTURAL SOCIETY.
PATTERSON BAIN, JR., *Secretary.*

Indiana Apple Production Will Total Over 1,000,000 Barrels

LAFAYETTE, IND., June 24, 1926.

EDITOR, THE JOURNAL:

Indiana's 1926 apple crop will probably show an increase of 5 to 10 per cent. over the 1925 crop. This will mean a total production of over 4,000,000 bushels.

At this time Winesap and Delicious are showing best at about 85 per cent.; Stayman, 60 per cent.; Rome, Grimes and Jonathan, about 35 per cent.; Transparent are light, while Duchess will produce a fair crop.

Very truly yours,
INDIANA HORTICULTURAL SOCIETY.
MONROE MCCOWN, *Secretary.*

Missouri Will Have Good Apple Crop

AMERICAN POMOLOGICAL SOCIETY
OFFICE OF THE PRESIDENT
LOUISIANA, MO.
June 15, 1926.

EDITOR, THE JOURNAL:

The apple crop in this section of the country is good, although not as large as at first anticipated. Some of the varieties, although bloomed heavy, did not set a very heavy crop.

The indication of the quality of the fruit seems to be very good, although the reports we get from various parts of the country show that the crop will be smaller than anticipated.

Yours very truly,
PAUL STARK,
President.

Apple Crop Briefly Reported

CLARK ALLIS, MEDINA, N. Y., advises that his locality will enjoy a good apple crop this season. Mr. Allis has already arranged for his supply of apple barrels.

L. H. WOODWARD, WARSAW, N. Y., states his section will have a 100 per cent. apple crop for 1926. Mr. Woodward expects to use 50,000 barrels this year. He gives no information as to his source of barrel supply.

W. H. HART, POUGHKEEPSIE, N. Y., reports that Greening apples will have a heavy crop this year, with other varieties running to a medium crop. Mr. Hart advises he no longer uses barrels, shipping his apples in other containers, largely cartons, of which he uses many thousands.

FRED CARLTON, WYOMING, N. Y., states that there will be a very good apple crop this year. Mr. Carlton will use 40,000 to 50,000 barrels this season, and has already covered his requirements.

W. P. ROGERS, WILLIAMSON, N. Y., estimates this year's apple crop at 75 per cent. of a full crop. Mr. Rogers will use 2,500 apple barrels, which are furnished by a New York cooperage concern.

CLINTON COUNTY AGRICULTURAL SOCIETY, INC., S. J. FRAZIER, SEC., PLATTSBURG, N. Y., reports an extra good apple crop for Clinton County this year. The growers in that county will require about 15,000 barrels in the shipping of their apples.

L. F. STRICKLAND, LOCKPORT, N. Y., advises that the apple crop in his locality will be very good, indeed. Mr. Strickland does not report as to the number of apple barrels he will use this season.

F. H. FERGUSON & SON, APPLETON, N. Y., say that while it is early to give an estimate of the crop in their section, the apple set good and the outlook is favorable for an excellent crop. They will be in the market for apple barrels very shortly.

WM. BOYD, ROSELAND, VA., writes that he expects a 50 per cent. crop of apples this season. He will require 2,000 apple barrels, for which he has already contracted.

J. W. NETHERS, PEOLA MILLS, VA., makes no report as to apple crop prospects, but does advise he will manufacture approximately 2,000 apple barrels for his own use, and is in the market for heading and hoops.

R. S. GRAVES & BROS., SYRIA, VA., says everything points to an 80 per cent. apple crop in their section. They will require about 2,000 apple barrels, which they make in the orchard.

WILLIAM B. ALWOOD, GREENWOOD, VA., advances no information as to prospects for the apple crop this year. However, Mr. Alwood reports he will use 5,000 apple barrels to care for his individual crop. These barrels are purchased locally.

D. C. ACKER, BROADWAY, VA., looks for 60 per cent. of a full crop of apples. Mr. Acker has his apples packed by a storage company in which he is interested. This company also operates a barrel factory.

MALCOLM GRIFFIN, BIG ISLAND, VA., reports an apple crop of 60 per cent. normal. Mr. Griffin will require 2,000 barrels this season, and is in the market at present to purchase a car of standard No. 1 apple barrels, knocked down.

MCCUE & SON, GREENWOOD, VA., does not report the condition of the apple crop at present. However, they will use 5,000 apple barrels for their crop. These barrels are procured from nearby coopers.

H. L. BINGHAM, CHILHOWIE, VA., reports an apple crop approximately 60 per cent. of a full crop. Mr. Bingham this season will use 1,500 barrels, one carload of baskets and 37,000 boxes. He has covered his package requirements.

J. P. GRASTY, COLEMAN FALLS, VA., reports the apple crop this year in his locality is spotty. Some orchards will have a light crop, while others will have a good to heavy crop. Mr. Grasty will use 2,000 to 3,000 barrels and is in the market for quotations.

STEWART BELL, WINCHESTER, VA., advises good prospects for the apple crop this year. He will use from 5,000 to 6,000 barrels. Mr. Bell, however, has fully supplied his barrel needs.

T. W. ABBOTT, RILEYVILLE, VA., reports the apple crop in his section will average about 5,000 barrels. Mr. Abbott will use 400 barrels for his crop, which barrels have already been purchased.

MONTROSE FRUIT CO., MONROE, VA., reports excellent prospects for an apple crop above the average. Conditions in the orchards are very favorable this year. They will use 3,000 barrels this season, which they have not as yet purchased. Only part of their crop is barreled, as they will use 10,000 baskets and 6,000 boxes.

R. G. VANCE, WAYNESBORO, VA., advises that the apple crop outlook is fine in most orchards in his vicinity and for most varieties. He will probably use 1,000 barrels for his crop, which barrels are purchased locally.

J. E. HOFFMAN CO., ROANOKE, VA., reports that a severe drouth and a late frost damaged their apple crop to some extent. Nevertheless, they will use 1,500 apple barrels, which they purchase from the local cooperage trade.

C. W. KEYSER, LINDEN, VA., informs us that apples are looking very good in his locality. Every indication points to a favorable crop this year. Mr. Keyser will use 5,000 to 7,000 barrels this year.

D. MAURICE WERTZ, WAYNESBORO, PA., advises that his section will have a fair apple crop this year. Mr. Wertz will use approximately 25,000 apple barrels this season, which have already been purchased.

SPRINGWOOD FARMS, YORK, PA., report prospects excellent for a fair crop of apples in their vicinity. They will use 1,000 barrels, which they purchase locally.

THE TREXLER ORCHARDS, ALLENTOWN, PA., inform us that they look for a normal crop of apples for their locality. An opportunity to regain business for the wooden barrel is offered in this instance, as the Trexler Orchards are now using boxes and baskets instead of wooden barrels.

FUNK FRUIT FARMS, BOYERTOWN, PA., report a heavy set of every variety of apples, and a very excellent crop is looked for in his locality. Unfortunately, however, Mr. Funk uses no barrels, all his apples going forward in baskets.

JAY M. SAGE, CHARDON, OHIO, advises that there will be a good apple crop in his vicinity. However, Mr. Sage further advises that he uses no barrels.

FRED HUTCHINSON, CLYDE, OHIO, informs us that the prospects are favorable for an average apple crop this year. Mr. Hutchinson expects to use a carload of barrels for his apple shipments and is in the market for these barrels.

L. B. YAPLE, CHILLICOTHE, OHIO, reports that his section will have a fair apple crop. There has been a heavy June drop. Mr. Yaple will use 5,000 barrels and has covered his requirements.

W. H. DARROW, STORRS, CONN., reports an excellent crop of apples for his locality this year. Mr. Darrow will use 1,000 barrels for his own packing and is now in the market for his supply.

E. D. CURTIS, BANTAM, CONN., advises that the prospects for this year's apple crop are good. Mr. Curtis further reports he has not used barrels for apples for several years, his shipments being made in other packages by motor truck.

OVERBROOK ORCHARDS, SALUDA, N. C., reports that their locality will have 75 per cent. of a full apple crop, and of the best quality. They will use one carload of barrels this year, and as they have not purchased the barrels as yet, quotations are in order.

JOHN J. KEITH & SON, ALTO PASS, ILL., report the best general apple crop in years for this district. They will use from 5,000 to 8,000 barrels and are in the market for their supply.

L. R. BRYANT & CO., PRINCETON, ILL., say there is a medium set of apples at present, and all indications point to a fair crop this season. They will use between 1,000 and 1,500 barrels, which they have already purchased. This company uses baskets for their early apples.

LILLY ORCHARD CO., NORMAL, ILL., report a good apple crop for their locality. They use from 2,000 to 3,000 barrels, which are purchased in St. Louis.

H. M. RISK, DUNDAS, ONT., advises there will be a fair apple crop this season, with a heavy early crop and a middling fall crop. Mr. Risk will use more than 6,000 barrels and has covered his requirements for this year.

G. S. CHRISTY, JOHNSON, NEB., reports the apple crop in his locality at 50 per cent. of normal. Mr. Christy will use 10,000 barrels and will be in the market August 1st. Quotations are in order.

J. M. BECHTEL, HAMBURG, IOWA, looks for an 80 per cent. crop in his section. Mr. Bechtel has sufficient barrels on hand to care for his requirements this year.

J. W. STROUD, ROGERS, ARK., reports that his vicinity will have an apple crop 50 per cent. to 60 per cent. of normal. Mr. Stroud further advises that he does not use barrels in shipping his apples.

FENNVILLE FRUIT EXCHANGE, FENNVILLE, MICH., advise that early apples will have a good crop, while winter varieties will no doubt produce a fair crop. The Exchange will use 13,000 apple barrels, which they manufacture. They are not in the market for cooperage stock at present.

IRA H. REA, HERBERT, MICH., estimates the apple crop in his vicinity at 60 per cent. of a full crop. Mr. Rea further advises that very few barrels are used, as most of the shipments are made in baskets.

WESLEY WEBB, PENINSULA HORTICULTURAL SOCIETY, DOVER, DEL., estimates the Delaware apple crop at 400,000 barrels.

A. I. HALL, ROCHESTER, N. H., reports a full 100 per cent. crop is almost certain this season. However, in Mr. Hall's case, the wooden barrel derives no benefit, as he advises he now uses boxes instead of barrels.

THE OHIO ORCHARD CO., MILFORD CENTER, OHIO, say the apple crop this year will average about 50 per cent. of a full crop. This company have arranged for their barrel requirements.

RIVERVIEW ORCHARDS, MCBAINE, MO., inform us that they look for a good apple crop this season. They will use 4,000 barrels, but have not yet placed their order.

A. H. DOERMANN, HOFFLIN, MO., reports an apple crop in his locality of 50 per cent. of normal. Mr. Doermann does not use barrels in his apple shipments.

HICKORY HILL ORCHARDS, TREVLAC, IND., report an excellent apple crop for this locality. They will use 5,000 to 7,000 apple barrels for their shipments, and quotations are in order as they have not as yet contracted.

A. W. ALDRICH, ROUTE 3, SPRINGFIELD, VT., reports that most varieties in his section blossomed full, and while the season is late he looks for an excellent apple crop. Mr. Aldrich already has his supply of barrels on hand.

A. A. HALLADAY, BELLOWS FALLS, VT., advises that the prospects are excellent for a big apple crop in Vermont for 1926. Mr. Halladay is not using barrels at present, his apple crop being shipped in boxes.

FULTON ORCHARDS, CHERRY RUN, W. VA., advises the prospects for the apple crop in the Cherry Run section is good. They will use 1,500 apple barrels this season and desire quotations.

APPLELAND FARMS, NEW CUMBERLAND, W. VA., look for 80 per cent. of an apple crop this season. They will require 3,500 barrels for their shipments. These barrels they make in their own shop, and have already purchased the necessary apple barrel stock.

H. L. ALEXANDER, MARTINSBURG, W. VA., reports that the 1926 apple crop will be better than the crops of either 1924 or 1925. Mr. Alexander will use 3,000 to 4,000 barrels, and is in the market for his requirements.

C. P. WAUGH & SONS, WELLSBURG, W. VA., look for 70 per cent. of a full crop. They sell their apples locally and use baskets instead of barrels.

H. L. & W. F. ALEXANDER, CHARLES TOWN, W. VA., advise that the apple crop in their locality will approximate 250,000 barrels. They will use 2,500 barrels, which they purchase from nearby coopers.

THE GOLD FRUIT ASSOCIATION, MASON, W. VA., reports that they will have a good crop of apples on their orchards this year and will use 6,000 barrels. They make their own barrels, but advance no information as to their stock requirements.

E. L. HENSHAW, MARTINSBURG, W. VA., does not report on apple crop conditions, but advises he will use 25,000 apple barrels this year. He has already contracted for his requirements.

J. W. JOHNSON, ALDERSON, W. VA., looks for an average crop of apples this season. Mr. Johnson will use 2,000 barrels and is in the market for his supply.

PLEASANT VIEW ORCHARD, HOMER C. SMALL, MARTINSBURG, W. VA., estimates the Berkley County apple crop at 50 per cent. of a full crop. Mr. Small supplies his barrel requirements from local sources.

GREEN HILL ORCHARD, RANSON, W. VA., expects 50 per cent. of an apple crop in their orchard, due to a late frost which injured the fruit to some extent. However, the quality is fine and the trees now in good condition. This orchard will use about 10,000 apple barrels. They have arranged for their supply.

WM. J. ANDERSON, SHOREMAN, VT., reports a good apple crop for his part of Vermont. Mr. Anderson will use 1,000 barrels for this year's crop, and is in the market for his supply.

M. B. CUMMINGS, SECRETARY, VERMONT HORTICULTURAL SOCIETY, BURLINGTON, VT., reports conditions in Vermont indicate 75 per cent. of a bloom, with good prospects for a heavy crop of McIntosh, Spy, R. I. Greenings, Delicious, etc.

M. M. ORNDORFF, STRASBURG, VA., reports a good apple crop for Strasburg and vicinity. He makes his own barrels and is in the market for tongued and grooved staves.

Idaho Growers Might Use Barrels

HARRY L. YOST, BOISE, IDAHO, reports that the Idaho apple crop will average 80 per cent. of normal. The apple shipments from the Boise district, Mr. Yost advises, will reach 5,000 cars. Mr. Yost also reports no use of barrels in his section, *but* further states there is a *possibility of interesting the growers in the use of the barrel if its advantages are brought forcefully to their attention.*

OBITUARY

Thomas Robertson

It is with an unusual depth of feeling that THE JOURNAL announces the passing of its old and highly-esteemed friend Thomas Robertson, who for the past fifteen years has been general superintendent of the Lucas E. Moore Stave Co. Mr. Robertson died at the Touro Infirmary, New Orleans, La., May 10th, following a short illness.

Perhaps but few cooperage men were as widely known or as generally liked throughout the entire stave manufacturing industry as was Mr. Robertson, and there is no doubt but that his many friends will sincerely regret his loss and genuinely grieve at his death.

Mr. Robertson was born in Scotland in 1863, and came to the United States when 21 years of age. He soon afterwards became identified with the stave industry in Arkansas. Later he became president of the Cornie Stave Company and also served as vice-president of the Tight Stave Manufacturers' Association when that organization was in existence. Mr. Robertson married Miss Katherine Neal in Arkansas in 1895. He is survived by his wife, two daughters, Miss Anne Laurie Robertson and Mrs. William Lamb, Jr., and two sons, Robert and Thomas, to all of whom the deepest sympathy is offered in the bereavement sustained.

William Wilberforce Trevor

On June 14th death called one of THE JOURNAL'S oldest friends and one of the best known cooperage machinery manufacturers, William Wilberforce Trevor, president of the Trevor Manufacturing Company, Lockport.

Mr. Trevor was 84 years old when he died. His entire business life was spent first as a partner in the firm of Trevor & Co., and afterward as president, upon the incorporation of the Trevor Manufacturing Co. in 1890. He was a man of wonderfully clear mind on mechanical subjects and gifted with a marvelous vitality. Scarcely ever ill, Mr. Trevor was actively in charge of the manufacturing end of the business until 1918, at which time he retired from active management, but was nevertheless almost constantly active as consulting engineer. He was at business for the last time on Friday, June 4th. No definite cause of illness was apparent; simply a failure of the heart due to advanced age, according to report of G. W. Trevor, treasurer of the Trevor Manufacturing Co.

Mr. Trevor was born December 8, 1841, in Allegheny City, Pa., the son of Dr. and Mrs. Joseph Trevor, and came to this city with his parents when four years old. He was graduated from the old Union School. When 19 years old he engaged in the manufacture of labels for the use of nurserymen.

The firm of Trevor & Penfold, with which he was first associated, was succeeded by the Trevor Manufacturing Company, which was incorporated in 1890. Mr. Trevor became president and consulting engineer and held these offices until his death. He invented many of the machines made by the Trevor company.

Mr. Trevor was an organizer and at one time a director of the American District Steam Company, formerly located here, and also an organizer and director of the United Indurated Fibre Company. He was a director of the Niagara Paper Mills and president of the Hartland Paper Company. He was a former member of the Board of Education and belonged to the Grace Episcopal Church.

Mr. Trevor was the city's first automobile enthusiast, owning and driving one of the first machines put on the market 23 years ago. He leaves a son and a daughter, Carolyn M. Trevor, of Lockport, and Benjamin R. Trevor, of Erie, Pa.

T. J. Walbert

Notice of the death of T. J. Walbert, president of the Mt. Olive Stave Co., Batesville, Ark., which occurred suddenly on May 16th, was received by Mr. Walbert's host of friends throughout the cooperage trade with the deepest sense of actual loss.

Mr. Walbert was not only one of the most prominent cooperage stock manufacturers in the industry, but he was highly esteemed and respected by all who knew him. Besides being president of the Mt. Olive Stave Co., he was stockholder in other large stave concerns in Arkansas and Missouri.

Passing on at the early age of 54, Mr. Walbert will be sadly missed, even though we who have known him have the cherished memory of his friendship and business association to cheer us.

Thomas A. Sullivan

Thomas A. Sullivan, president and general manager of the Brooklyn Cooperage Co., a subsidiary of the American Sugar Refining Co., 117 Wall Street, New York City, and one of the largest manufacturers of sugar and other light cooperage in the country, died suddenly Monday, May 31st, at his home in Brooklyn. Mr. Sullivan was one of the best known men in the sugar and cooperage trade of the country and highly esteemed by all his wide circle of personal friends and business associates.

Mr. Sullivan was born May 9, 1872, and entered the employ of the Brooklyn Cooperage Company as an office boy of 12 years in the cooper shop at Brooklyn, March 29, 1884.

He worked up through a clerkship to assistant superintendent under Henry U. Palmer in 1895 and later, on June 5, 1906, was made superintendent of the Brooklyn plant of the company under Robert M. Parker, then president. March 1, 1916, Mr. Sullivan was made general manager of all of the Brooklyn Cooperage Company operations and on October 29, 1919, was elected vice-president of the company. He became president on January 2, 1924, and continued to direct the company until the time of his death Monday.

Mr. Sullivan was also president and director of the Great Western Land Company, a Missouri corporation, and vice-president and director of the Butler County Railroad Co., also a Missouri corporation.

He is survived by his wife, Mrs. Mary E. Sullivan, two daughters, Mrs. Stanley Bass and Miss Helen Sullivan, and two sons, Edward J. Sullivan and Arthur Sullivan.

I. F. McLean

In the passing of I. F. McLean, of I. F. McLean Company, Nashville, Tenn., which occurred May 7th, death has removed another old and well known figure from the cooperage trade. Mr. McLean was 77 years of age and had been ill for several years.

Early in his business life Mr. McLean became interested in the lumber and stave manufacturing trade and his stave interests he retained until the end. He was one of the most prominent manufacturers of tight staves, with a number of mills operating under his ownership and direction.

Charles Beck

It is with profound sorrow that THE JOURNAL announces the death of Charles F. Beck, which occurred at the hospital, Hotel Dieu, in New Orleans, La., on June 11th.

In addition to his personal cooperage business, which he conducted under the firm name of Beck & Jones, Mr. Beck was president and manager of the Louisiana Manufacturing and Cooperage Co. On June 7th he spent the day at the cooperage plant, attending to business as usual, and was, to all appearances, in his usual good health and high spirits, and if he felt any symptoms of approaching illness he never mentioned the subject to any of his associates or employees. The next day he was taken to the hospital, where he underwent an operation. He did not rally from the operation.

Mr. Beck was the son of a cooper and the grandson of a cooper. In his boyhood he spent his time, outside of school hours, in the shop and office of his father, and literally grew up with the business, and when at the age of twenty he took charge of the business he was an experienced cooper and practical business man. For twelve years he conducted the business under the firm name of Beck & Jones. In 1924 he acquired a controlling interest in the Louisiana Manufacturing and Cooperage Co., bought out the stock, machinery and good-will of the Ozark Cooperage and Lumber Co. in New Orleans, and closing his own town shop, devoted himself to developing the business of the big factory, though continuing to make barrels under his old firm name at his shops in the country.

The deceased left a wife, two brothers, three sisters, and a host of friends who mourn his loss.

L. Carroll Hollingshead

Severe was the shock of the announcement received of the death of L. Carroll Hollingshead, president of the J. D. Hollingshead Co., Chicago, which occurred at Colorado Springs, Colo., June 22d.

Full particulars as to the passing of Mr. Hollingshead were not at hand at time of going to press, and the bare announcement of his death will, undoubtedly, come with as startling suddenness to Mr. Hollingshead's host of friends throughout the cooperage industry as it did to THE JOURNAL.

International Apple Shippers' Annual Convention

The thirty-first annual convention of the International Apple Shippers' Association will be held at the Statler Hotel, Buffalo, N. Y., from Tuesday, August 10th, to Friday, August 13th, inclusive.

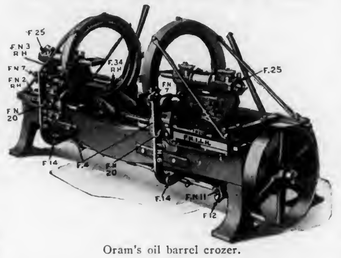
Missouri Fruit Growers' Annual Field Day

The Fruit Growers' Annual Field Day, which will be held on the grounds of the University of Missouri Agricultural Experiment Station, Columbia, Mo., on Friday, July 23d, affords the Missouri fruit growers an excellent opportunity to benefit from the many money-making and money-saving suggestions which will be made during the proceedings in connection with the reports and observations of experimental work.

The forenoon of the field day will be devoted to lectures and demonstrations. In the afternoon a tour of the station's fruit farm will be made, and every fruit grower present will see and hear about what is being done by the college to assist in the solution of the fruit growers' problems. T. J. Talbot, professor of horticulture, University of Missouri, and Patterson Bain, Jr., secretary of the Missouri State Horticultural Society, extend a cordial invitation to all fruit growers and others interested in the fruit industry to attend the Annual Field Day on July 23d.

Oram's Oil Barrel Crozer for All Size Packages

Perhaps no machine in the long list of cooperage machinery manufactured by The John S. Oram Company, Cleveland, Ohio, stands so high in the estimation of users than their oil barrel crozer. Speaking of this machine, W. H. Keim, of The Oram Company, says: "Our oil barrel crozer as now manufactured has many improvements, not only being adjustable for packages from five gallons up to oil barrel size, but also being fitted with rings, etc., for sizes up to 60 gallons.



Oram's oil barrel crozer.

"Cut, as shown, is of the latest improved Oram crozer. The cutter head arbor boxes rest on movable adjustable slides so that in changing for various sizes by the moving of these cross slides the arbors and cutter heads are always in a proper position, and the belts are thus kept tight.

"All adjustments on this type of crozer are so placed outside of the frame of the machine that they are easily reached and gotten at when changing from one size to another. In this cut we show the rear view of the machine, and various parts and lettered and numbered showing these new parts as well as to aid in ordering parts. The crozer is furnished with ball-bearing arbors, if desired."

Full and complete information touching any of the Oram make of machinery can be secured by addressing The John S. Oram Co., Cleveland, Ohio.

N. Y. State Horticultural Society to Hold Annual Meeting

The annual summer meeting of the New York State Horticultural Society will be held at Sodus Fruit Farms, Sodus, N. Y., on Wednesday, August 18th. The eastern summer meeting of the society will be held at the home of E. W. Mitchell, Stuyvesant Falls, N. Y., August 13th. Roy P. McPherson, LeRoy, N. Y., is secretary of the New York Horticultural Society.

No Complaint from Vinegar Manufacturers

The Speas Manufacturing Co., Kansas City, Mo., who are erecting a vinegar plant at Marionville, Mo., report business with them as satisfactory. This company use about 50,000 fir and red oak barrels per year and are contracted for their 1926 supply.

Tight and Slack Barrels
We carry new Cooperage from 5 to 50-gallon on hand at all times for local or carload shipments. Ready to fill barrels for all requirements
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Louisville, 20.5c	Buffalo, 31.5c
Chicago, 16c	Pittsburgh, 31.5c
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Kansas City, 24.5c	New York, 43.5c

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SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

FOR SALE—THE FOLLOWING COOPERAGE MACHINERY

1 Oram hoop punching, flaring and shearing machine.
1 No. 26 Holmes chipper.
1 No. 24 Holmes dish stave jointer.
1 Oram double wheel jointer.
1 Oram heading rounder.
1 Glader Chicago bush machine (heavy duty).
3 Oram large size hoopers.
1 Large Gerlach bolt saw.
2 No. 70 bung and bush machines.
1 No. 15 Holmes crozer.
1 Glader (heavy duty) double punch machine.
1 No. 23 Holmes stave hollower.
1 No. 18 Holmes 24" heading planer.
2 No. 19 Holmes heading rounders.
1 No. 6 Holmes equalizer.
1 No. 55 Holmes stave bender.
1 No. 17½ Holmes heading jointer and doweler.
1 No. 34 Holmes riveter.
2 Pflueger Portland bush machines.
3 Oram post borers and bush machines.
1 No. 21 Holmes dowel pin machine.
1 No. 110 Holmes double spindle boring and bush machine.
1 No. 16 Holmes tight barrel lathe.
1 No. 18 Holmes heading planer.
1 No. 74½ Holmes hooper.
1 No. 47½ Holmes hooper, 6" rack.
1 No. 47½ Holmes hooper, 10" rack.
1 No. 47½ Holmes hooper, extra large size; 10" rack.

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"Known by every User for their Quality, and to be Invariably as Represented"

Surfacer
One 24 x 6 Woods No. 450 highspeed double surfacer.
Shook Resaw
One 54-inch Berlin No. 287 horizontal hopper feed band resaw.
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One No. 421 Mereen-Johnson recess and handhole cutter.
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One style "B" root rectangular head 16-spindle vertical borer.
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One 100-inch Coe style "A" knife grinder.
Selection
Around fourteen hundred machines in stock.

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Two 20 x 39 Whitney stave-sawing machines complete.
Two 20 x 39 extra drums.
One Greenwood single stave crozing machine.
One Greenwood stave bolt equalizer.
One Gerlach stave planer.
One Frick Eclipse 35 hp. engine and boiler, mounted on wheels.

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Two Greenwood heading turners.
One heading sawing machine.
One No. 4 stave cutter.

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PLANTS FOR SALE

FOR SALE—Tight barrel factory, brick, four stories; good will; complete tight barrel machinery equipment; situated middle of large city in Canada; will sell machinery separate. Address "FACTORY," care "The National Coopers' Journal," Philadelphia, Pa.

Slack Stock Plant For Sale

FOR SALE—A strictly modern combination slack stave and heading plant with three large dry kilns. Plant is situated on river and has other excellent advantages. Reason for selling, poor health and lack of capital. Proposition is worthy of immediate attention. "PROFITABLE," care "The National Coopers' Journal," Philadelphia, Pa.

POSITIONS WANTED

WANTED—Position as salesman for representative cooperage or cooperage stock manufacturing company. I have had years of experience selling, buying and manufacturing. My contacts in the trade are large and my services will prove a paying proposition to the company securing them. What have you to offer? Address "SALESMAN," care "The National Coopers' Journal," Philadelphia.

WANTED—By an A-1 cooperage man of long experience, position as manager or superintendent of cooperage or cooperage stock plant. Knows the cooperage business from tree to finished package. Can handle men and produce results. Open for immediate connection. Address "MANAGER," care "The National Coopers' Journal," Philadelphia.

WANTED—New connection as sales manager for large cooperage stock house. Have traveled the entire cooperage trade and know how to get results. Here is an opportunity to tie up with a "live wire" who can increase sales. Experience, qualifications and other details will be gladly furnished. Address "PROGRESS," care "The National Coopers' Journal," Philadelphia.

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WANTED—High-grade slack barrel shop superintendent. Must be familiar with all Holmes machines. Address "COOPERAGE," care "The National Coopers' Journal," Philadelphia, Pa.

FOREMAN WANTED—We have an opening for two good, experienced men operating slack barrel machinery in eastern shops. In replying, advise age, experience, where now employed, wages expected, and full details. Address INTERNATIONAL COOPERAGE COMPANY, Niagara Falls, N. Y.

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70 TONS STEEL HOOPS

From 1½" to 2½" wide, No. 8 to No. 14 gauge black and galvanized, in 150-pound coils. We secured these hoops in a purchase of property from a prominent barrel manufacturer, and this represents the stock on hand. Price: 2 cents per pound net, f. o. b. Philadelphia. List and sample on application. CALCOS STEEL & IRON CO., 1330 N. 30th Street, Philadelphia, Pa.

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WANTED—Two cars 19⅛" and 19¾" slack heading; 28½" cottonwood staves. August or September shipment. DALLAS COOPERAGE & WOODENWARE CO., Dallas, Texas.

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FOR SALE—Carload quantities of fresh emptied charred barrels. Address AMERICAN COOPERAGE CO., Eleventh and Fayette Streets, Baltimore, Md.

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WANTED—Carload quantities of hardwood unpainted lard barrels. AMERICAN COOPERAGE CO., Eleventh and Fayette Streets, Baltimore, Md.

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FOR SALE—20,000 ACRES

Virgin timber in eastern Tennessee in fee. Will cut 8 M feet to the acre, 60% oak. J. M. PRESGRAVES, Owner, 41 Knickerbocker Bldg., Baltimore, Md.

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Manufacturers of and Dealers in all kinds of **Cooperage**
MATCHED STOCK A SPECIALTY
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From White Oak, Red Oak, Ash and Gum
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Branch Mills in Tennessee, Mississippi, Arkansas

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MANUFACTURERS
COILED ELM HOOPS
We are prepared at all times to make prompt shipment in any quantity anywhere
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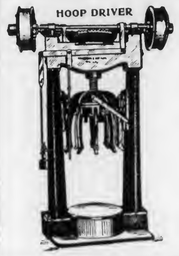

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BUNGS VENT PLUGS FAUCETS
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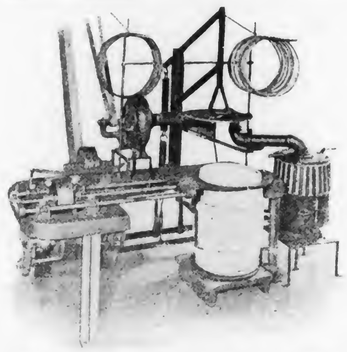

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for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

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FOR FRUITS AND VEGETABLES

Plants Located from Florida to New York

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35 Years' Experience in stave business

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3 feet to 54 inches by 1 in., 1⅛ in., 1¼ in., 1½ in., 1¾ in. and 2 in. thick

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Why send your saws a thousand miles to be resteeled when we can do it in the South at a large saving?

We make new drums and resteel old drums fitting any machine

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"Service" Is Our Slogan

The care exercised in the selection of timber; our modern mill equipment and efficient workmanship, guarantee the high grade of our

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FIFTY YEARS IN THE BUSINESS
WM. H. COLEMAN CO.
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MANUFACTURERS OF
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Red Oak and White Oak
from 9" to 23" in diameter of the best quality

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Automatic in Action

AUTOMATIC HEAD ROUNDER

HE only manual labor necessary with this Rounder is to insert the Square Heading Boards between the Clamps and press Foot Treadle.

Head is clamped, circled and discharged automatically, clamps then returning to original position to receive the next square. This permits a high daily capacity of circled heads.

Fitted with Ball Thrust Bearings and Overhead Counter having a three Step Cone Pulley, giving three cutting feeds if desired.

Circles either Square edge or Bevel edged heads, Pail Covers, etc., up to 24" Diameter.

BUILT ONLY BY
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Sixty-Inch Steel Wheel Heading Jointer

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The Latest Improved Machinery
for
Barrels Kegs
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Our unexcelled Barrel Heater
Over 30,000 Now in Use

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WHEN it comes to coopers' tools and supplies "Hynson" stands second to none. We manufacture our products and are always stocked to handle orders promptly and satisfactorily. There is nothing the barrel maker needs that we can not supply. Place your orders with us now.

Hynson's O. K. Croze, all metal

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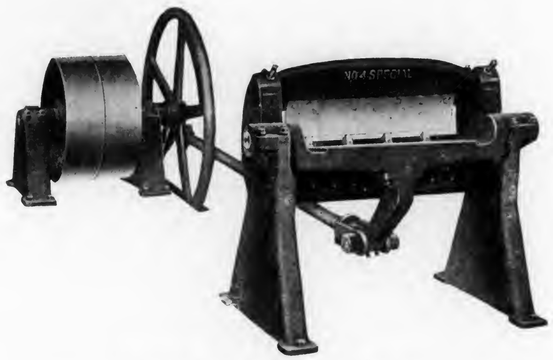
No. 5 Heading Turner

No. 5 HEADING TURNER showing new belt feed arrangement, dispensing with worm, worm wheel and bevel gears.

This Turner is designed for Circling Slack Keg Heading, Barrel Heading and Square Edge Covers.

We manufacture a full line of Slack Stave and Heading Machinery.



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Catalog upon request

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Successor to JOHN GREENWOOD

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The National COOPERS' JOURNAL

DEVOTED TO THE COOPERAGE INDUSTRY

A paper of great value to all stave, hoop, heading and liner manufacturers; to all makers and users of barrels, kegs, casks, tubs, pails, machinery and mill supplies.

American Steel & Wire Company's

WIRE HOOPS

Meet Every Demand of Modern Transportation

Greater protection for shipments, longer life for barrels—both are assured when you bind barrels with American Wire Hoops.

Manufacturers and shippers find that barrels bound with American Wire Hoops measure up to every requirement of present-day packing and transportation.

And the low price of Wire Hoops means a more economical job. American Wire Hoops are formed to size, ready for use.

Bind YOUR barrels with American Wire Hoops and assure your customers of added satisfaction. Write us for full particulars.

Secure bilge hoops with Staples or Fasteners as illustrated.

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CINCINNATI, Union Trust Bldg.
MINNEAPOLIS—ST. PAUL, Merchants Nat'l Bk. Bldg., St. Paul
ST. LOUIS, 506 Olive St.
KANSAS CITY, 417 Grand Ave.
OKLAHOMA CITY, First Nat'l Bank Bldg.
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NEW YORK, 30 Church St.
BOSTON, 185 Franklin St.
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PHILADELPHIA, Widener Bldg.
ATLANTA, 101 Marietta St.
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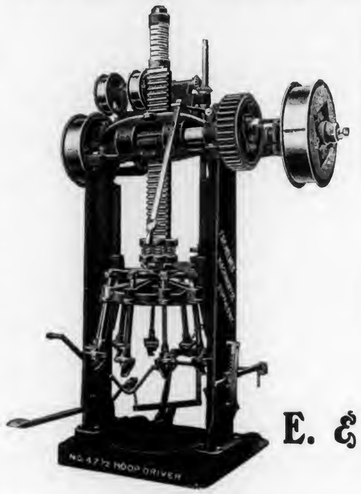

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Does twice the work of a screw machine.

Get prices and particulars from the

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"THE CHAMPION"
Our unexcelled
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Over 30,000 Now
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"The Champion" Heats More Barrels and Does it Better Than Any Other Heater Made

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WHEN it comes to coopers' tools and supplies "Hynson" stands second to none. We manufacture our products and are always stocked to handle orders promptly and satisfactorily. There is nothing the barrel maker needs that we can not supply. Place your orders with us now.

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The National Coopers' Journal, published the first of each month and entered as second-class matter at the Philadelphia post office.

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First-class
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Pine, Hardwood or Gum
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New Slack Barrels for all dry materials, chemicals, sugar, etc.

Tongue and Grooved Barrels a Specialty

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Second-hand Barrels All Kinds Slack and Tight

We Specialize preparing tight barrels for all purposes

"A Used Barrel is Better Than a New One"

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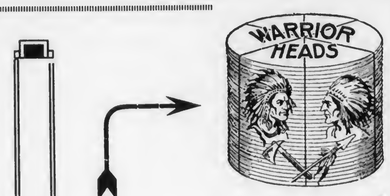

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means PINE HEADING properly made from Southern Pine by men who know how

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MEMPHIS :: TENNESSEE

Any size Heading from 12 inches to 24 inches

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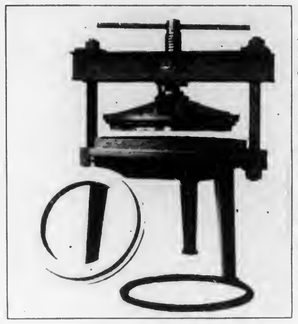

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Overcomes all difficulty in leveling truss hoops and making them true to templet.

Produces a perfect circle.

A valuable tool that fills a long-felt need in the cooperage trade.

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COLLETON MERCANTILE and MANUFACTURING COMPANY, Incorporated

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KILN-DRIED PINE AND GUM HEADING

18-in. Chamfered and Crozed Keg Staves

Our stock conforms to the highest "Quality" Standards

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Slack Cooperage Plants and Sales office,

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AIR DRIED & LISTED WHITE OAK, RED OAK, GUM, ASH & CYPRESS STAVES

High Grade Tight Stock Manufactured from Fine Timber.

THOROUGHLY AIR DRIED, WHEEL LISTED, HAND CULLED

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Mills
Hope, Arkansas
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Pine Bluff, Arkansas
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Manufacturers of

Tight Barrel Circled Heading

C. E. MURRAY

Manufacturer

Best SOUTHERN PINE HEADING Quality

DECHERD TENNESSEE

BEVEL OR SQUARE EDGE

SIZES 9¼" to 24"

REMOVING SINGLE BARREL FROM COLUMN

FUNNEL IN PLACE
OPERATOR PUTTING ON HEAD HOOP

FUNNEL REMOVED
OPERATOR PLACING BILGE HOOP

TELESCOPED BARRELS

Saves Storage Space and Freight Costs.

Skilled Labor NOT REQUIRED for Assembling.

These barrels are heated in our plant and can be made ready for use by one man at the rate of from 40 to 60 barrels per hour.

Any quality of stock you want can be used in these telescoped barrels from No. 3 grade to the finest of tongued and grooved No. 1.

Write us for prices.

Sandusky Cooperage & Lumber Co.

Buder Bldg. St. Louis

OUR ESTABLISHED RESPONSIBILITY

IS YOUR PROTECTION

We are specialists in APPLE BARREL STOCK and as a result of a thorough survey and study of the Apple Growers' requirements we positively guarantee every shipment to give perfect satisfaction.

STAVES	HOOPS	HEADING
Gum	Elm	Pine
Tupelo	Wire	Gum
Cottonwood		Hardwood

WIRE OR MAIL YOUR ORDER DIRECT TO US OR TO OUR NEAREST REPRESENTATIVE

HENRY WINEMAN, JR.

Lincoln Bond and Mortgage Building

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MILL SHOALS COOPERAGE CO.

SYNDICATE TRUST BUILDING, ST. LOUIS, MO.

SLACK COOPERAGE STOCK

Staves 18" to 48"

ASSOCIATED COOPERAGE INDUSTRIES

HOOPS—All Lengths
HEADING—All Sizes

They made their way the way they're made

The National Coopers' Journal

FORTY-SECOND YEAR | Philadelphia, August, 1926 | $2.00 PER YEAR VOL. XLII, No. 4

Healthy Trade Conditions Prevail in New Orleans

Steady Business Continues, with a Bright Outlook for the Future—Sea Food Shippers Keep Up Call for Barrels—Fair Demand for Asphalt Barrels—Wooden Barrel Suffers from Lack of Advertising

Some years ago there were numerous small shops in this town. They were small because during eight months in the year there was little business here, and it did not pay to maintain large shops all the year. During the sugar-grinding season a great rush of work would come in, and these small coopers would rent additional space in cotton sheds or warehouses and expand their business, only to retire to their former limited space when the grinding season was over. Now we no longer hope for or expect any big rush of work during the sugar-grinding season, but with the falling off of the sugar-barrel trade, other lines of business have developed that more than make up for the loss. The cooperage business is no longer dependent on one crop that calls for barrels only during a few months. Trade continues, in spite of many fluctuations, to be fairly good the year round. To meet the new conditions the larger shops have established many country branches, and the smaller shops have been permanently enlarged. All have shown a healthy growth.

A Small Beginning that Has Grown to Large Proportions

One of the little shops that has grown into a large one is that of the Burbank Cooperage Co., Inc. Like most of the cooperage plants here, this business has been passed on from father to son. Years ago S. B. Burbank operated a little shop devoted almost exclusively to the buying, re-coopering and selling of second-hand barrels. Slowly but steadily he expanded his business and took on new lines, and when, in the course of nature, his son, Thomas B. Burbank, succeeded him, the business continued to grow.

At present the Burbank company are re-coopering used barrels and tubs of any kind that come to hand, are making new syrup and molasses barrels, new barrels of off-grade ash staves for meat packers, and are putting up bottle barrel shooks for the Cuban trade. They also find some demand for asphalt barrels, though it is generally understood that the asphalt people are not using many barrels now, and that business in that line is limited.

Tobacco Barrels Replacing Tobacco Hogsheads

The old-fashioned tobacco hogsheads that used to obstruct our sidewalks are not much in evidence now, and the cigar makers and tobacco people generally seem to be receiving their tobacco in barrels. These tobacco barrels are large, and, although they are well made, are cheap, and there is a good demand for them when emptied.

Bicarbonate of Soda Shipped in Kegs

It is pleasing to note that all the bicarbonate of soda that comes to this town is packed in small barrels, or large kegs, that hold 125 pounds each. Whoever it is that makes these packages is to be complimented on doing good work.

"Buy Your Butter from the Tub"

Our grocers now advertise "tub butter." The butter sold by the pound from tubs is of the best quality, but ten cents per pound cheaper than the carton butter of the same quality. Make a note of this, and buy "tub butter" only.

Sea Food Shipments Require Many Barrels

All the small towns and country landings along the Gulf Coast are now shipping sea foods of various kinds. The individual orders are small, but the total is considerable. Barrels for dried shrimp are high grade, usually taking a 19¾-inch head, while barrels for fresh shrimp, packed in ice, are usually flour-barrel size. Fish barrels are of various sizes, intended to hold from 50 to 125 pounds. These assorted sizes make it necessary for the cooper to keep on hand heads from 14 inches up, which is a rather troublesome, but the trade here believe in pleasing the customer.

The Wooden Barrel versus the Wooden Box

Apropos of the substitute of the wooden box for the wooden barrel, there is no doubt whatever but that the wooden barrel is the better package, but it seems that the box-maker is the better advertiser. He gets more propaganda in the reading columns, and his name is more frequently seen in the advertising columns, and you may be sure that if he loses trade to the maker of fiber boxes he will try to make it up by taking trade from the cooper.

Advertise the Wooden Barrel

At the International Trade Exhibition in this city some of the lumber concerns have magnificent displays of forest products. The wooden box and fiber box people also have fine exhibits, but in all that display of forest products and varied styles of packages the wooden barrel is conspicuously absent.

The exhibition is permanent, the vast building is owned by the U. S. Government, and for seven days in the week it is thronged with visitors from all parts of the world, mostly business people in search of information.

Cost of Exhibition Space Nominal

Space for a good display of cooperage would cost $300 per year, which would also cover fire and theft insurance, light, and the services of linguists and exhibitors to explain the display and answer questions. Space for a good display of barrel-making machinery, with the services of an exhibitor, would cost $1,000 a year, and would be a good place for representatives traveling this territory, or residing here, to take prospective buyers.

Isn't it dangerous for the cooperage people to let the boxmakers get ahead of them in this, as well as in other lines of advertising?

Louisiana Cooperage & Mfg. Co. Keep Busy with a General Demand

The country shops of the Louisiana Cooperage and Mfg. Co. are now under the management of Mr. Godfrey J. Beck, ably seconded by Mr. Peyronnin. These shops are said to have many good contracts with large growers and shippers of produce, and their business is flourishing.

At the city shop of the company it is said that general business is a little dull, but still, as they are now supplying barrels to some of the large refineries that usually make their own packages, they are doing pretty well.

They sometimes fill small and scattering orders for tongued and grooved barrels, but, strange to say, find that these barrels "do not catch on."

Tongued and grooved barrels are positively the best grade of packages for many products ever made, and the fact that shippers are so slow to appreciate them would indicate that we are, in some respects, a little behind the times down here.

Good Opportunity for Tongued and Grooved Barrel

Among recent export shipments from New Orleans were 445 double bags of fuller's earth. Fuller's earth, which is used in felting, is in a finely powdered form, and the double bags in which it is transported are both troublesome and costly. The proper package for this material is the tongued and grooved barrel. Makers of this style package should get in touch with the shippers of fuller's earth.

Are Enlarging Plant

The Washington Cooperage & Packing Co., Seattle, Wash., is erecting new buildings for the purpose of housing new machinery. The company operates one of the largest plants of its character in the Pacific northwest. Additional warehouse space is also being provided.

July Apple Reports Confirm Large Crop

U. S. Department of Agriculture Estimates Apple Crop at 37,514,000 Barrels

The production of apples as indicated by the condition on July 1st is estimated by the United States Department of Agriculture at 37,514,000 barrels, or 73.1 per cent. of a full crop. This is about 20 per cent. higher than the average condition on the same date for the past 10 years.

The production of commercial apples last year amounted to 33,044,000 barrels, and the average annual production in the five years from 1921 to 1925 was 30,109,000 barrels.

The figures shown in the following table give the indicated production of commercial apples in barrels in the principal producing States. The total indicated farm crop is placed at about 69,470,666 barrels, as indicated by July 1st conditions in all States:

	Condition July 1 Per Cent.	Indicated Production 1926, Bbls.	Harvested 1925 Barrels
Maine	65	464,000	645,000
Mass.	78	696,000	655,000
N. Y.	75	5,804,000	6,250,000
Penna.	76	1,400,000	1,011,000
Va.	70	2,921,000	1,440,000
W. Va.	63	1,258,000	749,000
N. C.	66	232,000	160,000
Ohio	67	712,000	678,000
Illinois	67	1,200,000	1,164,000
Mich.	63	1,382,000	1,700,000
Missouri ...	56	570,000	664,000
Ark.	58	673,000	691,000
Colo.	87	946,000	860,000
Idaho	76	1,381,000	1,700,000
Wash.	80	9,720,000	8,570,000
Oregon	93	2,069,000	1,296,000
Calif.	79	1,927.000	1,097,000
U. S.	73.1	37,514.000	33,044,000

Outlook Good for Large Apple Crop in Maryland

According to the report of the Maryland Department of Agriculture, fruit growers of Maryland are jubilant over what they regard as the best fruit crop prospect for a number of years. In the Appalachian counties the outlook at this time, according to orchard men, has seldom been better, and while apples have not set so heavily in some orchards in other sections of the State, the prospect nevertheless is on the whole for a big apple crop of fine quality. The average, based on correspondents' reports, is 80 per cent. of a full crop.

Canadian Apple Prospects Very Favorable

According to report issued by Department of Agriculture, Ottawa, Ont., the Canadian apple crop prospects are very favorable for a good crop throughout the Dominion. Although the outlook is for a lighter crop in Ontario after last year's heavy crop, British Columbia and Quebec promise increased yields, and the probability is that both Nova Scotia and New Brunswick will considerably surpass last year's production. It will be remembered that 1925 was an off season for Nova Scotia. Although it is too soon to forecast the crop, with favorable weather conditions, a fairly good set and reasonably clean fruit, it is anticipated that this year's crop will at least equal the 1925 commercial crop of 2,723,455 barrels and perhaps reach the five-year average of 3,514,531 barrels.

Apple Crop Briefs

THE DIMOCK ORCHARD, EAST CORNISH, VT., reports 65 per cent. of a crop in their section. They will use about 750 barrels this season.

F. S. HAYDEN, WYOMING, N. Y., states that 80 per cent. of a crop can be looked for this season. Mr. Hayden will use 3,000 to 4,000 barrels, which he purchases from local coopers.

ROCKLAND ORCHARDS, D. B. OWEN, MGR., DOYLESVILLE, VA., estimates the crop at 60 per cent. They will use between 5,000 and 7,000 barrels this year, which are made in their own shop.

R. S. CHILDRESS, BOONE MILL, VA., looks for 50 per cent. of a full crop. He will use 20,000 to 30,000 barrels this year and would like quotations on the necessary staves, hoops and heading.

BURTON FRUIT CO., R. A. TROTH, ORLEANS, IND., say that all indications point to a good apple crop for 1926 in their locality. They will use 8,000 to 10,000 barrels, which have not as yet been purchased.

A. T. CLARK, VERGENNES, VT.—This is my off year, but look for a crop equal to 70 per cent. of last year in this section. Will be in the market for about 100 apple barrels.

C. O. LEMMON, PETERSBURG, IND., finds conditions excellent for 60 per cent. of a full apple crop. No barrels are used by Mr. Lemmon, as his apples are sold locally.

T. C. WILSON, HANNIBAL, MO., reports a good apple crop for his section this year. However, Mr. Wilson has disposed of his orchard holdings and retired from the business.

THE LAUREL COMPANY, E. A. SCHULTZE, MGR., LAUREL, IND., informs us that the commercial orchards in their district all look for a good apple crop. The Laurel Company will use 10,000 barrels this season. Their supply of barrels has been arranged for.

Chartered in Canada

The International Cooperage Co., Niagara Falls, Ontario, has been chartered with a capital of $40,000.

The Southport Barrel Co., Inc., New Orleans, La., has just been incorporated with a capital of $12,500.

Wants in Cooperage Lines

A. T. Clark, Vergennes, Vt., is in the market for 100 apple barrels.

W. R. E. King, 441½ Centre St., Cumberland, Md., is in the market for flat steel hoops with bead at top for use on flour and apple barrels.

J. H. Proctor, Andover, Mass., is in the market for an Oram "Dreadnaught" double stave planer and a Baxter D. Whitney cylinder saw, 30-inch.

R. S. Childress, Boone Mill, Va., would like quotations on apple-barrel staves, hoops and heading. Mr. Childress will use 20,000 to 30,000 apple barrels this season.

A firm in Havana, Cuba, desires quotations on American-made lard tubs and butter tubs. Address No. 20,887, Bureau of Foreign and Domestic Commerce, Washington, D. C.

Burton Fruit Co., R. A. Troth, Orleans, Ind., have not as yet purchased their supply of apple barrels. They will use from 8,000 to 10,000 barrels and quotations are in order.

S. S. Preston, Johnson City, Tenn., is in the market for 5/32-inch coiled elm hoops in lengths of 44 inches, 48 inches, 54 inches and 60 inches, and round heads made of any kind of wood ½-inch thick; 13¼-inch diameter.

A concern in Cartagena, Colombia, South America, is in the market to purchase 15 oak closed casks or tanks. This company also desires to purchase dowels. Address No. 21,314, Bureau of Foreign and Domestic Commerce, Washington, D. C.

Oregon Berry Packers Making Heavy Barrel Demand

According to reports received by *The Fruit Products Journal*, the berry-packing season is now in full swing in Oregon and every available commercial plant is busy putting the crop up in barrels for shipment to outside points where the berries will be processed and put up into glass jars for the consumer. From Sherwood, Ore., comes the report that the Graves Canning Co. is now receiving strawberries. The Puget Packing Co. and the D. B. Bodle Co., of Seattle, are starting operations.

At Hillsboro, Ore., the Ray-Maling Co., Inc., is working on a rhubarb and gooseberry pack; and Mohr Brothers, also of Hillsboro, are getting under way. The Oregon Packing Co., at Newburg, Ore., is barreling strawberries and canning gooseberries, and its officials expect to pack many times the amount that was packed last year. The Oregon company owns and operates a cannery at Lebanon. The Walker Canning Company, Independence, Ore., is packing gooseberries and strawberries.

Erecting New Stave Plant

Farmers Manufacturing Co., Norfolk, Va., is building an additional stave mill at Maysville, N. C.

Read the Special Ads

Drum-Sawn Poplar and White Birch Staves Winning Favor in Apple Barrel Field

Coopers and Apple Growers Claim Barrels Made from these Staves Give Greater Protection to Fruit. Also Found Satisfactory for Sugar and Salt Barrels

JAMES INNES
Secretary-Treasurer, The Sutherland Innes Co., Ltd.

For some years the apple packers in Canada have been endeavoring to obtain a barrel that would stand up in storage, would not warp if exposed to a wet condition in the orchards, be uniform in size and stiff enough so it could be rolled on the bilge without buckling in and bruising the apples.

Elm, gum and other hardwood cut staves, if cut six staves to two inches in thickness, have not proved stiff enough to prevent buckling. Furthermore, these staves warped badly if the barrels got wet, and unless bone dry did not stand up well in storage when empty. As many of the apple packers and growers make their barrels during the winter and spring and at such other times when their men are not otherwise engaged working in the orchards, pruning, spraying, cultivating, picking, or packing the crop, these barrels must be made of stock that will not deteriorate or warp while they are in storage awaiting the opening of the apple-shipping season.

Sawn Poplar and White Birch Staves Pronounced Ideal

Drum-sawn spruce staves have been used extensively in Nova Scotia for many years, and are still being used, but unless these staves are kiln dried there is excessive shrinkage, and on the other hand, when the staves are kiln dried the complaint of the cooper and apple grower is that these staves are brittle.

After many experiments with staves made from various timbers, drum-sawn poplar and white birch staves were produced by Canadian cooperage manufacturers in their effort to make a barrel that would meet every requirement of the apple trade, and now after five or six years' trial these staves are pronounced by coopers, apple packers and exporters to be ideal for making the best all-round apple barrel. Barrels made from drum-sawn poplar and white birch staves are in demand by large co-operative apple packers and exporters, and as these barrels arrive in Europe in much better condition than those made from other classes of staves, the apples shipped in these

Canadian apple barrel made of drum-sawn staves.

barrels consequently bring the largest returns to the growers.

Drum-sawn poplar and white birch staves are thoroughly air-dried and do not shrink, neither are they affected by a wet condition in the orchard. Naturally, therefore, barrels made from these staves will not warp or buckle when in storage empty. Moreover, they are round, with no flat sides, and hold the hoops perfectly. Even when rolled over stones on the bilge, these staves do not buckle in, and so the apples are protected from bruising.

Also Prove Satisfactory for Sugar and Salt Barrels

Not only are poplar and white birch staves very desirable for apple barrels, but also are being used for various other types of barrels, and this use is increasing from day to day.

One of the largest Canadian sugar refineries has used these staves exclusively for the past two years, and there is every indication that they will continue to use them in the future. Two large salt manufacturers are also using poplar and white birch staves, and are so pleased with the results obtained that they are substituting these staves for a cheaper No. 2 elm and gum, as they stand the hard usage that salt barrels are subjected to, to much better advantage than barrels made from cut staves. In addition these barrels are very satisfactory for re-use after being emptied.

Greater Strength Claimed for Sawn Staves than Cut Staves

The reason for the greater strength of the sawn staves in comparison with the cut staves may be due to the fact that sawn bolts are not steamed. Undoubtedly, the steaming of cut stave bolts extracts some of the elements which go to make up the structural strength of the wood.

Poplar and White Birch Timber Supply Almost Inexhaustible

It is very fortunate that timber from which to make such satisfactory staves has been discovered, as there is an almost inexhaustible supply of poplar and white birch obtainable in northern Ontario and parts of Quebec, as well as Wisconsin and Minnesota.

The timber is also reproduced quickly on lands valueless from a farming standpoint, and with supervision the crop of poplar and white birch could be an annual one, as valuable as the annual spruce crop in Norway and Sweden. Good merchantable stave timber can be reproduced in from 15 to 20 years. This reproduction will relieve us of the worry that barrels would be unobtainable in a decade unless we imported staves from Europe, as it will enable us to manufacture staves and heading for ages to come.

Lumber Rates to Apply to Barrel Heading

In its annual report the Traffic Department of The Associated Cooperage Industries of America made reference to complaints that carriers were rendering balance due bills on shipments of heading from points in southwest and southeast territory to C. F. A. and Eastern Trunk Line territories, which amounted to additional freight charges ranging from $175 to $200 per car.

Investigation developed this action on part of carriers was due to a ruling made by the Official Classification Committee to the effect that made-up barrel heads were not ratable as lumber, but should be classified as barrel covers taking class rates. Vigorous protest was entered against this ruling, but the Official Classification Committee insisted upon its ruling. The matter was then taken up with the Joint Classification Committee and the Association's representative was able to convince the Western and Southern Classification Committee that lumber rates should apply.

The matter was again taken under advisement by the Official Classification Committee, and after considerable effort, however, the Association was successful in getting the Official Classification ruling withdrawn and no further difficulty should be experienced in having the lumber rates applied on made-up barrel heads.

Closes Timber Deal

According to a report from Whitesburg, Ky., the Louisville Cooperage Co., Louisville, Ky., has purchased the Kelly Ison timber tract on Rockhouse Creek several miles below Tillie, in Letcher County, Ky. A large stave mill has been installed a short distance away. Logs will be hauled to the mills and the timber cut. The boundary is largely oak and poplar.

Myers Stave Co. Incorporated

The Myers Stave Company, Piggott, Ark., has been incorporated. The amount of capital stock is placed at $70,000.

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ADVERTISING RATES

will be furnished on application. Copy for advertisements should reach us not later than the 15th of the month to insure insertion in the following issue. Changes in advertisements should reach us not later than the 20th of each month.

CORRESPONDENCE

The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Don't Miss

The Sesqui-Centennial
Philadelphia

150 Years of American Independence

June 1st to December 1st

Wooden Rosin Barrel vs. Sheet Steel Drum Fight Is Still On

THERE appears to be prevalent in our trade today an idea that because a particular branch of the cooperage industry menaced by the invasion of the substitute may be sectional, or not of massive proportions, the loss will not be felt by the individual in another trade group, or by the cooperage trade generally. This is a mistaken idea that should be immediately banished from our minds and the real truth of the substitute situation given concerted attention.

Every loss of trade to the wooden barrel—irrespective of its proportions or the degree of importance of the group affected—is a distinct loss to the cooperage industry as a whole. Not only that, but every loss that the wooden barrel sustains in any one line of the industry increases competition in every other branch of the cooperage trade, for the reason that when the door is closed to a cooperage or cooperage stock manufacturer in one field, he, of necessity, must turn his attention to another barrel or stock-consuming field for an outlet for his activities.

Therefore, when we work collectively, as well as individually, for the protection of the wooden barrel in all consuming lines, we are not only working for the interests of the other fellow, but we are protecting ourselves as well.

Let us face the facts. In the wooden barrel we have an unbeatable shipping package. The loss of trade which the cooperage industry has suffered in the past years has not been due to any fault of the wooden barrel, but rather to the failure of the cooperage trade as a whole to properly support the wooden barrel in its competition with other shipping containers. We have been too prone to isolate ourselves within our own immediate line of manufacture, or within the boundaries of our individual businesses. We have failed to get the world-wide view of our industry, its possibilities and its needs, and until we do increase the scope of our vision, until we really see the cooperage industry as we should see it, until our consciousness of the wooden barrel's superiority as a shipping package becomes active and propels its advantages forcefully before the package-consuming industries, there will be only a limited advancement for the cooperage industry, if any advancement at all.

If we are to survive as a great industry we must throw off the cloak of indifference which now envelops us, and come out in the open and fight hard and constantly for our trade package, the wooden barrel. This can only be accomplished by a trade extension movement that is intensive and continuous—a trade extension movement that is properly financed so that its operations may not be confined to a small scale. No one will deny that the trade extension movement of The Associated Cooperage Industries of America has accomplished much in the interests of the wooden barrel in the short time it has been in existence, but what has been done is only infinitesimal in comparison with what can be done in the future, should the entire cooperage industry give to that trade extension movement the support it deserves, through Association membership.

Right now there is need for exhaustive trade extension work in the naval stores field in defense of the wooden barrel.

The substitute menace is once again confronting us in the rosin-producing field, and this time the agitation in favor of the sheet steel drum is far better organized than it was at the recent Naval Stores Conference in New Orleans.

The proponents of sheet steel drums have not been idle since that time, and today there is a concentrated effort being made among consumers of rosin, especially in the paint and varnish trades, to create a demand upon the rosin producers for the sheet steel drum as their standard shipping package.

That the sheet steel drum is obtaining adherents to its cause every day is readily admitted by everyone who has been in touch with the situation. Replies made to questionnaires mailed to the rosin-consuming industries confirm this statement. Within the last month a large paint and varnish manufacturer put the following query to a number of his fellow tradesmen: "State your preference as to the kind of package, metal or wood." The group of rosin consumers canvassed were almost unanimous for the sheet steel drum, *although they all agreed that any iron rust that would result from the use of the steel drum would be highly objectionable.*

Just how great or how small will be the success of the sheet steel drum in supplanting the wooden barrel in the rosin field depends not alone upon the action which naval stores operators or rosin consumers take in the matter, but to a much larger extent upon what the cooperage industry does to combat the activities in behalf of the substitute package. There are two roads of travel open to us—one, which by concerted action in defense of the wooden barrel will lead to the defeat of the substitute package—the other, which, by inaction and lethargy on the part of the cooperage trade, will lead to loss of business and loss of trade prestige for the wooden barrel, and greater advances into our field by the substitute container. Which road are we, as an industry, going to take? The decision lies with each and every cooperage and cooperage stock manufacturer, and it is upon this decision that our future trade success and business prosperity depends.

American Business Is Founded on a Competitive Basis. Any Other Doctrine is Both Unsound and Misleading.

IN the July number of one of our contemporaries we note that "In the wooden container industries competitors are not really other wooden container manufacturers. While some may think so, they deceive themselves."

THE JOURNAL has never subscribed to the belief that wooden packages are not competitive with one another, nor do we believe there is a single wooden package manufacturer who ever has subscribed to such a belief, and yet we do not think we are deceiving ourselves.

Our years of experience in the business world has taught us that in ninety-nine cases out of one hundred American business is competitive. It is true you may reduce competition by combinations, and it is equally true that from time to time the practice of restraint of trade has endeavored to neutralize competition, but at no time has anyone been able to successfully and continuously throttle clean, wholesome competition, because that kind of competition is one of the fundamental principles of American business, and is responsible for much of the progress, both constructive and creative, for which American business is noted the world over.

And the wooden container industries are no different from any other industry or group of industries. Wooden barrels are competitive with wooden boxes, baskets, crates and hampers, and wooden boxes, baskets, crates and hampers are competitive with wooden barrels, for the business of those fields in which it is found possible to use all of these packages for the shipment of the various products. Further, it can be legitimately said that wooden barrels are competitive with wooden barrels, and wooden boxes are competitive with wooden boxes, as are all other packages, within their own consuming fields. So also are the different products of a company competitive with each other for the selling, producing and administrative attention of that company.

To prove the existence of competition between wooden containers, and we include the wooden barrel under that generality merely to better illustrate our point, it is only necessary to consider the apple-growing, packing and shipping field. Certainly the wooden box, etc., are highly competitive with the wooden barrel in the shipment of apples. When horticulturists and growers of several eastern States advise THE JOURNAL, as they have, that "this State can now be considered a boxed apple State," and when the Department of Agriculture of Quebec also advises us that "through its efforts the growers are now using boxes instead of barrels," surely competition must have entered into this loss to the wooden barrel somewhere along the line.

Last month THE JOURNAL clearly outlined its stand on the question of the wooden barrel versus the wooden box, and will continue to hold to the views expressed at that time. The wooden box is highly competitive with the wooden barrel and always has been, and backed by the present trade extension efforts of the wooden box association and the lumber interests, it will be more highly competitive with the wooden barrel in the future. Therefore, it behooves the cooperage industry to develop as quickly as possible a completely organized sales and publicity campaign, both as individual manufacturers and as an industry, to meet this increased competition if the wooden barrel is to continue to predominate as the shipping package in those industries or fields in which not only the wooden box is striving for supremacy, but other substitute containers as well.

Fruit and Potato Growers Will Keep Slack Cooperage Moving Along Briskly—C. M. Van Aken

There has been no occasion for complaint regarding the cooperage business in the New York section during the past month. In the general lines of trade a normal amount of stock has moved. The favorable reports that are being received from the fruit districts keep prices firm, not only upon fruit stock, but material of other grades as well. Buying has been quite free from the "shopping" element, which always prevails when there is a feeling on the part of the buyer that the supply is in excess of the demand, and the shipments upon sales made early in the season are coming forward with regularity.

The dry weather on the eastern shore of Virginia has curtailed the potato crop considerably, which has made the demand for late potato barrels somewhat lighter than anticipated in the earlier part of the season, but still enough of a crop has been harvested to create a good demand for cooperage from potato growers. The news of the dry weather seems to have had a beneficial effect upon potato prices, so that while the opportunity for the cooperage people disposing of a few odd cars at a premium will not be realized, the potato grower is, due to the good prices realized, barreling and shipping all the potatoes that can be so packed.

Canadian Cooperage Markets in Excellent Shape—Outlook Bright —James Innes

The principal topic of interest at the present time in slack cooperage circles is, of course, the apple crop. On account of the lateness of the season it cannot as yet be said that the crop is assured, as a dry July may cause a heavy drop, but unless something untoward happens during July and August, we will have a 75 per cent. crop in Canada. Outside of Spies, which are scarce, every variety promises an abundant yield.

Coopers and barrel consumers are now getting their second wind, and having used up most of the stock purchased earlier in the season, are beginning to lay in their main stocks for the fall trade.

While prices are still steady, with a slight stiffening up, a very slight increase in consumption is liable to see a sharp advance in all lines of staves, hoops and heading. The season in Canada has been a good one for getting stock on the market in excellent condition, increase in general trade is helping consumption, and it only needs a good apple crop to put the cooperage business on a better basis than ever.

Export trade is fair, shows an increase over last year and with stabilization of the currency in the various European countries will reach much larger proportions. The depreciation of the franc is affecting the French business seriously, and until this is remedied the French market will be small. Other countries are in better shape and increasing their imports principally of tight barrel stock, which is in good demand at present.

Coopers Operating to Capacity in Louisville

Large Apple Crop Will Make Heavy Barrel Demand as Well as Increase Cider and Vinegar Production—Cottonseed Crushers Have Promising Season Ahead

Excellent business is the report from the Louisville trade this month, the demand having increased to a point where local tight barrel and keg plants are either on a full or near-full capacity basis. Moreover, the prospects are for a continuation of the steady business until cold weather.

Large Apple Crop Will Increase Cider and Vinegar Production

Prospects are for a big apple crop, which will result in a large volume of barrel business in connection with vinegar and cider. A ruling has just been issued by the Federal department in Kentucky, to the effect that sweet cider production is legal. Heretofore, there has been much question regarding its legality.

Cottonseed Crushers Look for Banner Year

With indications of a cotton crop which will make somewhere between 15,000,000 and 16,400,000 bales, according to estimates, based on weather conditions, there should be a great deal of cottonoil seed for the crushers this year, which would mean good barrel business on cottonseed oil products.

Dry Weather Reduces Cucumber Crop

Dry, scorching weather over late June and most of July, following a very late spring, has played havoc with tomatoes and pickles, cucumbers, etc. Further, prospects are none too good for pickling onions, as onion sets, from which the large ones are used for picklers, are running to small proportions. Today's market on tomatoes is $10 a bushel, wholesale, whereas they should be $1.50 at this time. Cucumbers are $1.50 to $2 a bushel, and should be much less. Small pickle cucumbers are $2.50 to $3. Good rains and cooler weather would certainly help materially. The season for all crops going to pickle factories is late, which will mean a rush situation when operations get going.

W. R. MacNeal, of Hirsch Brothers, one of the largest condiment packers in the country, stated that in the Louisville section the pickle crop will not be over 20 to 30 per cent. of normal, considering present prospects; that northern and central Kentucky, which had more rains, would show about 50 per cent., and that Michigan would not be much better. The company, of which Mr. MacNeal is an official, as well as purchasing agent, operates in Kentucky, Indiana, Michigan and other States.

Prospects in the State and South indicate a very fair sorghum and molasses crop, which will also require barrels. The oil industry is fairly busy, but using metal principally. The varnish and paint interests are also busy. Taken as a whole, conditions are promising, except for pickles, which may come back with rain.

Apple and Flour Barrel Demand Will Bring Good Volume of Orders

General reports indicate one of the largest apple crops in years, which will be welcome to both tight and slack barrel manufacturers. The slack barrel people report that the flour mills are again running full time, after being down for repairs and while waiting for new wheat. The first crop of potatoes is practically a failure, and came in so late that the market was very low, and no carlot movement of consequence has started. In the meantime the stock is becoming matured to a point where it will stand shipping in bags, rather than barrels, and the spud crop as a whole will not be of much advantage to the slack barrel trade.

Stock Production Heavier, But Prices Hold Firm

Very dry weather in the South has favored production of staves and heading, but manufacturers are conservative, are maintaining prices, and, if producing heavily, are not offering it at lower prices.

Red oak jointed staves are $1.10 a set; jointed gum staves, $1 a set; red oak staves, $55 a thousand; white oak, $65 to $75 a thousand; circled heading, red oak, 41½ cents per set; white oak, 43 to 44 cents; gum heading, 38 to 39 cents, at mill points.

Tight Barrel and Keg Prices on Higher Basis. Contract Prices Withdrawn

Spot prices are a trifle higher than they were thirty days ago, while contract prices have been entirely withdrawn. This is due to the fact that the cooperage manufacturers are now in the midst of their busy season, and are only interested in spot prices until the rush is over.

Quotations on tight barrels and kegs as of July 20th, in car lots, with a ten cents per package increase in less than cars, and 25 cents per package increase in lots of 25 and less, are as follows:

	Red Oak	White Oak	Spirit	Charred Spirit
1 Gallon	$.55	$.60	$.85	$1.00
2 Gallons	.65	.70	1.00	1.15
3 Gallons	.80	.85	1.20	1.35
5 Gallons	1.05	1.10	1.90	2.15
10 Gallons	1.50	1.60	2.25	2.50
15 Gallons	1.60	1.75	2.45	2.70
20 Gallons	1.80	1.95	2.75	3.00
25 Gallons	2.20	2.35	3.20	3.45
30 Gallons	2.35	2.45	3.45	3.70
50 6 Hp.	3.00	3.15	...	...
50 8 Hp.	3.15	3.25	5.00	5.50

Gum barrels are quoted at $2.70 per package, and expected to show higher levels, as the market on gum lumber is advancing.

Flour barrels are 85 cents each, with produce barrels quoted at 65 cents, and one-head produce, 50 to 55 cents. Slack barrel stock prices are somewhat higher and an increase in slack barrel prices is expected.

New Trunk Line to Gulf Coast Awaits I. C. C. Approval

What amounts virtually to the entrance of a new strong trunk line to the Gulf is promised as the result of an agreement recently announced. The roads involved are the Chicago, Burlington & Quincy, the Gulf, Mobile & Northern, New Orleans Great Northern and the Jackson & Eastern. The agreement is in the nature of a preferential traffic understanding which not only gives the Burlington an advantageous outlet to the Gulf, but greatly strengthens the position of the other roads mentioned.

The Burlington now has a line to Paducah, Ky., and besides the carriers named the arrangement includes the Nashville, Chattanooga & St. Louis, over which road it will have trackage rights to Jackson, Tenn. At that place it will connect with the Gulf, Mobile & Northern, giving a through connection to Mobile. In addition, the deal contemplates access to New Orleans as well, which will be accomplished by the Jackson & Eastern road, which is now built 24 miles southwest from Union, Miss., toward Jackson, Miss. This road is to be purchased by the Gulf, Mobile & Northern and completed to Jackson, with the New Orleans Great Northern as the completing link to New Orleans. The last named road will build extensive terminals at Jackson and a few miles of new track out of that point in order to carry out its part of the scheme.

This will give the Burlington Route access to two ports on the Gulf, and the large amount of traffic controlled by it will make the allied lines a strong competitive factor in both the domestic and export trade. The deal awaits only the approval of the Interstate Commerce Commission, and there is no doubt that this will be readily given.

Shipley Cooperage Company to Operate at Attala, Ala.

The Shipley Cooperage Co., Inc., of Attala, Ala., has acquired the plant of the Hays Cooperage Company and will continue its operation. The Shipley Cooperage Company was recently organized and incorporated with a capital stock of $25,000. They will engage in the manufacture of cooperage stock.

Takes Over Heading Plant

Greif Bros. Cooperage Company, of Cleveland, Ohio, has taken over the plants of the Kimball Heading Company, at Blountsville, Cullman and Garden City, Ala.

Erecting Stave Mill

The Luxora Cooperage Co., of Luxora, Ark., will establish a stave mill at Caruthersville, Mo.

Now in Operation

The Union Cooperage Co. has recently started operations at West Plains, Mo.

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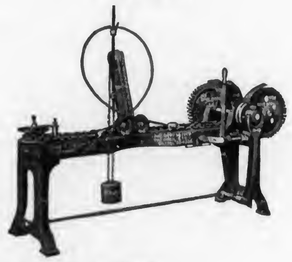

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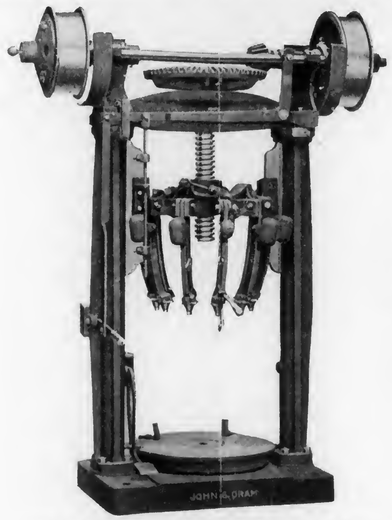

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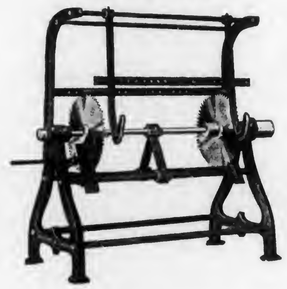

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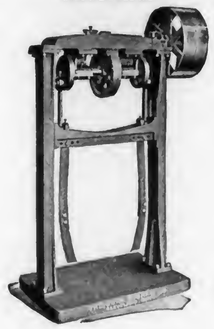

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A Well-Made Wooden Barrel Has No Superior

Strength, endurance, long life and economy of cost place wooden barrel far ahead of substitutes as shipping package. Headway made by steel drum due to poorly-made wooden barrels

By "PRACTICAL COOPER"

For years I have been reading THE JOURNAL, and have gloried in its unwavering fight for the wooden barrel as the perfect shipping package. I feel that whatever headway has been made, whatever plans outlined, and whatever activities have been entered into and carried through for the continued use of the wooden barrel as the shipping package for all articles for which it is suited, is due to the everlasting efforts of the coopers' paper, THE JOURNAL.

Quality in Its Manufacture Makes Wooden Barrel Unbeatable

Now I have been handling and inspecting thousands of barrels for a number of years, especially oil, and I feel I know whereof I speak. I still hold that you can't beat the reliable wooden barrel as a shipping package. And that is why I call upon the barrel manufacturers to hold to the standard of quality in the making of their product.

Speaking of quality, there are three characteristics that must be taken into consideration by every company in the purchase of their containers; that is, cleanliness, wear and tear, and tightness. The wooden barrel scores 100 per cent. in cleanliness and 100 per cent. in wear and tear, but due to poor workmanship in many instances, and negligence in others, there are many times when the wooden tight barrel does not score 100 per cent. in tightness. That is why I say, not only to manufacturers of cooperage, but also to the man who makes the barrel—the cooper—be sure that quality is your watchword, so that your industry may thrive and go forward, and so that the wooden barrel may continue as the supreme shipping package.

Re-coopered Barrel Dealers Should Exercise Care in Shipments

A word of warning is also given to the dealers in re-coopered barrels. There is no doubt but that re-coopered barrels are an economic necessity, and the very fact that a used barrel has a re-sale value is of benefit to the cooperage industry, but there is no excuse whatever for a dealer in re-coopered barrels to supply a customer with a package that is not suited for his purpose.

Just think of a pork barrel, after having been soaked with brine, and used in a packing house cellar, being shipped to a company as a No. 1 barrel to hold coal oil. There is no need for me to make any comment as to what happened when coal oil was shipped in such a barrel—it arrived empty. Can any blame be attached, then, to any company receiving such service from the barrel man if said company looks for another kind of package? Of course, not. The censure should be placed on the barrel man who was so short-sighted as to ship such a barrel and who had in mind only the immediate profit, rather than the continued use of his trade package. A barrel of the type mentioned would not even hold a coat of glue, because of the salt in the wood.

Poorly Made Barrels Have Aided the Substitutes

What I believe has been the prime factor in whatever success the steel drum has achieved in replacing the wooden barrel in the oil industry, has been due more to the manufacturer of barrels than to the desire on the part of the oil industry to buy steel drums. Poorly made oil barrels have caused losses to the oil producer and consumer, and it was due to these losses that the managers of oil companies investigated the steel drum, and swung over to it as their shipping package.

Let us reason this out. Don't believe for a moment that the manager of an oil company is buying steel drums because it is a new container. He is not. If you could get down to the foundation of his desire for steel, you would find that he had had trouble with leaky low-grade wooden barrels, and he is endeavoring to overcome that loss. He is not buying steel when he can buy a wooden barrel for much less cost unless he has had difficulty with low-quality wooden barrels, because the original outlay for steel drums is a big item, and the overhead expense in keeping them clean and repaired is quite an investment.

Steel Drums Do Not Stand Wear and Tear

Now then, let us see how the steel drum stands up. Some people will tell you that the galvanized steel drum will not rust, but I have seen a new galvanized drum that has made but one trip, come back rusted on the inside. There is a seam in every steel drum which, if not galvanized, after a trip or two will become rusted. Nor does the rust stop at the seam, for within a very short time you will find a rust condition throughout the entire drum.

I know of an oil company that lost something like 500 new galvanized drums by piling them on newly spread ashes. These drums were exposed to the atmosphere throughout the winter, with the result that that part of the drum which had been lying in the ashes was covered with small holes, caused by rust. Another oil company started to use steel drums five years ago, and have had 2,600 rusted drums in that time.

Figures Prove Economy of the Wooden Barrel

Now I am going to prove by figures that a wooden barrel cannot be beat. The oil company I referred to above repair or re-cooper every year approximately one thousand steel drums and 800 wooden barrels. It costs $1.00 each to put a steel drum in shape, against 55 cents to re-cooper a wooden barrel. Bear in mind that this company is not using new oak barrels; they are coopering all their returned barrels as well as using re-coopered second-hand barrels. In repairing gasoline drums it is often necessary to steam the drums before welding, and of course, every time you steam a drum there is a certain amount of moisture remaining in the drum, and very soon you have a rusted container.

Steel Drum Makers Warn Users Against Rust

That the manufacturers of galvanized drums know all about the rusting characteristics of their packages is proved by the fact that many drums carry a label with the following instructions: "Don't steam this drum, as it will rust." Now a used drum needs cleaning, and tell me how you are going to get the dirty oil out of it, if you do not steam it or use moisture in some form. Many times these steel drums have previously contained black enamel paint, varnish or gopher poison, and they must be cleaned if you desire to use the drum a second time. In the cleaning of a wooden barrel a washing out with soda or steam will do it no harm whatever, and it costs but five-twelfths of a cent to clean a wooden barrel against 7 cents to clean a steel drum and, as I have pointed out above, every time you steam a steel drum you are ruining the drum, because of its tendency to rust.

Re-sale Value of Wooden Barrel an Added Advantage

Another item in favor of the wooden barrel is its re-sale value. You can go on the market and get a dollar for almost any kind of wooden barrel that will hold tar, after it has been in the oil trade for ten years or more. But try to get more than 25 cents or 50 cents for a steel drum, and see how successful you are. Why, it is a known fact that many second-hand barrel dealers today are handling steel drums because they are forced upon them by consumers who refuse to sell them the wooden barrels unless they also take away the steel drums.

Tests Prove Long Life of Wooden Barrels

There have been many tests made throughout the oil industry as to the life of wooden barrels and steel drums. One of these tests was made in January, 1922, when two drums and two wooden barrels containing oil were shipped. When these empty containers were

received back in June, 1925, I examined the wooden barrels with hammer and driver, inspected them on the inside, and had them filled again and shipped one-half hour after their receipt. On the other hand, upon examining the steel drums I found that these drums were one mass of rust on the inside and had to be destroyed. A later investigation showed that these drums had been used by the original purchasers of the oil for hauling water from the lake. Unfortunately, however, many of these tests of oil barrels and oil drums have been made, not by the companies or their purchasing departments, but rather by interested men on the inside of the plant. Either the results of these tests are not reported to the officials of the companies, or no attention is given to the tests. Otherwise, I honestly believe that the steel drum would have very little chance in the shipment of liquid commodities.

Turpentine Company Found Steel Drums Disastrous to Product Shipped

Let me give you another illustration of the value of the wooden barrel. A certain company in the turpentine trade purchased new galvanized drums, but had to stop the use of them, as the turpentine, through some reaction, was reduced to a milky substance. This particular company came to me and asked if I would supply them with wooden barrels for their product. I sold them a quantity of second-hand oil barrels which had been in the lubricating-oil trade for ten years and were bought second-hand in the first place at $1.50 each. I had these barrels washed out thoroughly, and well dried, and given two coats of new glue. The turpentine company phoned me later that they were very well pleased with the wooden barrels I had sent them, stating further that they would never have gone over to steel drums but for the fact that they had been shipped a quantity of poorly re-coopered barrels and had suffered quite a loss from leakage.

Steel Drums Do Not Prevent Leakage

I can remember when the steel drum first made its appearance on the market. At that time the claim was made that leakage would soon disappear, and I will admit that when a poorly made wooden barrel was used, or a wooden barrel not suited for the purpose intended, there was less leakage with steel, but steel drums will leak just as well as wooden barrels, and the same mistakes in manufacture, and the same negligence in manufacture which exists in the cooperage industry, also exists in the steel drum industry, for the reason that the human element is the same in every line of endeavor, but the loss from the use of steel drums is greater in the final analysis than from wooden barrels because of the greater first cost and upkeep of the steel package.

Wooden Barrel Easily Repaired

Furthermore, when the wooden barrel leaks it is possible to make repairs without emptying it of its contents, but, as every one knows, the steel drum must be emptied of its contents before any repairs can be made. This entails further labor and naturally increases the cost.

Wooden Barrels Ten Years Old and Still Going Strong

Additional evidence as to the life of the wooden barrel is contained in an experience the writer had in endeavoring to locate two No. 1 barrels to hold anti-freeze material. I finally secured two whiskey barrels—one dated February, 1905, which had been filled, inspected and shipped February, 1915—the other, dated August, 1903, filled, inspected and shipped August, 1913. I purchased these barrels and sent them out on another trip. Just think of it—ten years before these barrels were made in Scotland by a hand cooper, and still going strong! Can anyone produce a galvanized steel drum that will beat that record?

Pride in Work Will Bring Great Satisfaction to the Individual

Right here I would like to talk to the cooper in the shop. There is no truer saying than that you get out of this world, and get out of this life, what you put into it; and it is equally true that you get out of your work and out of your trade just what you put into it. In the cooperage line as well as in the other industries, there today exists a feeling that the only value a trade or profession has for the man is the money he gets out of it. This is a false idea. You should get a great deal of pleasure and satisfaction out of your work, and you should take considerable pride in seeing that the work is done well.

I could show you letters of congratulations and thanks from managers of our branches, because of the quality of the barrels which are shipped from my department. I have also had salesmen of my company come to me and shake me by the hand and say, "Good work—the excellent barrels that you are furnishing are making friends of our customers, and helping us to get the business."

Good Workmanship Is Beyond Price

You may talk all you want about money, and what the money will buy, but money can't buy that feeling of satisfaction that one gets from good work well done, and the feeling of pride in knowing that you are helping to sell the products of your company, and building up for them a good-will that has many times more value than the actual order.

To the Man in the Shop

To the man in the cooper shop I would say, use the greatest care in your day's work, so that the barrels that come from your hands may be a credit to you and to your industry; and to the managers and owners, I would say, take a stroll around your plant occasionally and become acquainted with the men who are working for you. If they are doing good work let them know about it, or if their work is not satisfactory, show them how to improve it. Don't forget that the two words, "Good morning," to your employee, can go a long way toward making a good worker better. Don't forget that he is working for you, as well as for himself, and endeavor to make him interested in his work.

Men and Management Idea Should Be Incorporated in Business of Cooperage Manufacturers

The men and management idea which has come into many industries should make its appearance in the cooperage industry, and when it does I volunteer to say that we will be surprised how the men in the shop will respond. We will find that all will pull together for the good old wooden barrel, and let the world know that there is no container made that can beat it for holding anything, whether the commodity is liquid or solid.

Heading Sawmill of the Himmelberger-Harrison Lumber Company Destroyed by Fire

A loss which not only affects the individual company, but which will be felt by the cooperage trade, occurred when fire destroyed the heading sawmill of the Himmelberger-Harrison Lumber Co., at Morehouse, Mo., as it results in the discontinuance of the manufacture of "Bone Dry" heading, which has met with such favor among slack coopers.

Writing to THE JOURNAL from the main office of the company at Cape Girardeau, Mo., concerning the destruction of their sawmill Mr. A. F. Deneke, sales manager, gives the following information:

"It is indeed very unfortunate that we lost our heading sawmill which paralyzed our entire heading factory, for the reason that we have no other means by which to supply heading lumber. Owing to the fact that our supply of heading timber in the vicinity of Morehouse, Mo., is rather limited, we have not decided to rebuild our sawmill unit; consequently we are, although abruptly, out of the cooperage business for the present.

"A little over twelve years ago we began manufacturing gum mixed timber heading at Morehouse, Mo., and from that time until now we have endeavored to furnish to the trade the very best heading possible to be manufactured out of southern hardwood timber such as we used. We believe that our "Bone Dry" gum mixed timber heading is as well known as any other single item of cooperage stock. Had we not lost our sawmill on Sunday, June 27th, we would have continued manufacturing as long as our timber supply lasted to furnish similar stock to our regular customers and to the trade in general.

"While we put forth every possible effort to turn out excellent heading, we could not have had the success that we did if our customers had not co-operated with us, as was manifest throughout the period of our operation. If we decide to rebuild and resume operations we expect again to give to the trade the same honest value in stock and service as we have conscientiously endeavored to do throughout the past twelve years."

Apples and Flour the Topics in Buffalo

Apple Barrel Business Has Not Yet Reached its Height, but Buying Is Heavier—New Flour Mill in Prospect—Cooperage Stock Prices Firm

The country coopers are waiting just now to see how the apple crop is going to turn out and the buying of apple-barrel stock has not reached its expected heights as yet. Present indications, however, are for a good-sized apple crop. The crop of Baldwins is estimated at 40 to 50 per cent. for western New York as a whole, though in some localities it may run up to 65 per cent. An estimate by Roy P. McPherson, secretary of the New York State Horticultural Society, gives the Genesee County apple crop as 71 per cent., as against the average throughout the State last year of 69 per cent. Baldwins are estimated at 41 per cent. Other apples than Baldwins will run 78 per cent. for Greenings, 42 per cent. for MacIntosh and 31 per cent. for Northern Spys.

Growers Rejoice Over Absence of Apple Pests

The Orleans County farm bureau states that farmers for the first time in 26 years are rejoicing over the fact that the rosy aphis, a major pest of apples, and usually one of the most troublesome insects that apple orchard owners have to contend with, has failed to put in its appearance to any extent this spring. As a result, the owners have made a material saving in their insecticide bills by eliminating the costly nicotine preparations.

A New Flour Mill in Prospect for Buffalo

Buffalo is likely to grow still further as a milling center through new plants from Minneapolis. The Buffalo *Live Wire*, published by the Chamber of Commerce, says that a miller from Minneapolis was a recent caller at the Chamber to discuss with a member of its staff the possibility of establishing a new mill in this city. He said:

"Not because of any rate advantages, or from any other reason than for those of nature, Buffalo is destined to become the milling center of the civilized world. We have gone into the matter thoroughly and find we can make flour in Buffalo for 25 cents a barrel less than any place else of which we know. We are going to establish a mill in this city as soon as we can do so to best advantage, and I am sure that other milling companies will follow our example."

The market for slack cooperage stock has been steady for the past month. Prices quoted as of July 20th are as follows:

5′6″ hoops	$16.00 to $16.25
6′ hoops	16.75 to 17.00
6′9″ hoops	17.25 to 17.50
No. 1, 28½″ gum mixed staves	18.75 to 19.00
No. 1, 30″ gum mixed staves	19.50 to 19.75
Mill-run, 28½″ cottonwood	13.00 to 13.25
Mill-run, 28½″ gum mixed	13.50 to 13.75
No. 1, 17⅛″ basswood heading	13¾c to 14¼c
Mill-run, 17⅛″ h'dw'd heading	10¾c to 11¼c
Mill-run, 17⅛″ pine heading	9¼c to 9½c

"The price of 50-gallon oak cider and vinegar barrels is about $2.85 on contract," said a member of the tight-cooperage trade the other day, "or $3 in the open market."

Henry A. Kritz, 129 Farmer Street, has gone into the cooperage trade. He is making new slack barrels and also re-coopering second-hand tight barrels. Work in the Black Rock section of the city is keeping him busy.

This city now has a full-fledged tight barrel manufacturing plant. There is every prospect of its full success, owing to the diversified plants here which use tight barrels and kegs. The new company is the Buffalo Barrel & Keg Co., located at 1317 Elk Street, and its members are local men, S. T. Greenlund and A. W. Nelson, the latter being plant superintendent. They are making all sizes of barrels and kegs, using principally oak, gum and ash in their manufacture, and consider the outlook for trade as favorable.

The Quaker City Cooperage Co. states that the flour barrel demand is fair, though not quite as active as a few weeks ago.

Belgium an Excellent Base for Operations in Northern Europe

Following is a brief summary of a special investigation in Belgium by Mitchell B. Carroll for the Division of Commercial Laws, Department of Commerce:

A glance at the map reveals one of the numerous advantages Belgium offers to American business—it is almost the geographic center of Northern Europe. With Antwerp, the largest continental port, as a gateway to commerce, merchandise from this country can be readily distributed in Belgium and transported by direct rail routes to all the interior markets of Europe. A number of American manufacturers have established assembling plants and factories in that city. With Brussels, for example, as a base of operations, salesmen can easily extend their canvassing into the neighboring countries.

Methods of Doing Business

No liability to taxation is incurred when business is done with Belgium by direct sales to customers or by indirect sales through a Belgium commission merchant doing business in his own name, but liability is entailed if business is carried on through an agent doing business in the principal's name, a branch, or a subsidiary company. The question of taxes, therefore, must be considered when an American company is drafting its selling plan.

Usual Terms for Direct Sales

Except when the credit of a Belgium firm is well known and well established, it is quite customary for goods to be shipped documents against payment, c. i. f. Antwerp. If its standing is good, credit may be extended in the usual ways, the safest being, of course, through the buyer's opening a 30, 60 or 90-day letter of credit with an American bank. The price of the goods is almost invariably quoted in dollars.

As is generally the case in export sales, the seller ships the goods to the consignee, whether the customer or a commission agent, and the documents to a bank in Belgium. When the draft is paid or accepted, according to the terms, the bank delivers the documents to the purchaser who may then clear the goods through the custom house.

It is seldom that a Belgium purchaser will accept f. o. b. quotations. In order to win the market of that country the exporter must usually be willing to give the price of the goods as delivered at Antwerp, covering cost, insurance and freight to that port. When an American firm is shipping goods to its Belgian subsidiary, however, f. o. b. quotations are common, and an agreement is made as to which company will pay the intermediate charges.

Sales on Consignment

Marketing goods by means of consignments to a commission merchant is done to a certain extent in the case of grain, cotton and other raw materials, which can be readily disposed of in bulk.

Under Belgian law, the "commissionaire" contracts in his own name, and the consignor is not a party to the contract. While in principle, only the commissionaire is bound and can enforce the contract, nevertheless, the consignor may exercise, if necessary, the right of action of the commissionaire against the purchaser (Article 1,166, Civil Code).

If the American exporter wishes to retain title to the goods until they are sold, he should insert a stipulation to that effect in his contract with the commissionaire. The consignor may even have goods separately warehoused in his own name and designate a local bank as his agent to release goods when sales are made. The consignor's title should be sufficiently established by the production of the contract, or proper notations on the invoice showing the true owner.

Sierra Leone Cooperage Imports

Cooperage imports are not so important in Sierra Leone, West Africa, as in the Gold Coast and Nigeria, because of the limited palm-oil exports. Imports of casks were valued at $41,700 in 1924 and $55,600 in 1925. Imports of other cooperage were valued at $41,500 in 1924 and $15,800 in 1925. Cooperage imports are chiefly from the United Kingdom.

Cooperage Trade in Argentine

According to Argentine official statistics of imports, the normal consumption of barrels is about 1,000,000 units, states a report to the Department of Commerce from Assistant Trade Commissioner Sherwood H. Avery, Buenos Aires. The 1925 imports are reported at 776,000 units, as compared with 1,118,940 units in 1924.

The Utilization of Blight-Killed Chestnut Timber

U. S. Forest Products Laboratory Suggests Specific Uses—Advises Timber Owners to Seriously Consider Possible Markets as Blight Infection Is Beyond Control

The accompanying table, prepared by the U. S. Forest Products Laboratory, lists the main uses for which blight-killed chestnut is suitable, according to the state of the wood when cut. Owners of chestnut timber would do well to consider possible markets in the order in which the products are grouped in the table. Manufacturers or users of these products should give chestnut all possible consideration, for their demands during the next 15 years will determine how much of this valuable wood can be saved from total loss.

The blight which is attacking the entire stand of 35 million acres of chestnut can not be controlled. In ten years the infection will be practically complete and in 15 years there will be little or no sound chestnut left.

For a year, or possibly two, after death, a blight-killed chestnut tree will furnish just as good wood as any cut from a live tree. If the tree is left standing longer than two years the sapwood begins to decay, but the heartwood still remains sound and suitable for a great number of sawed products. In the next stage of deterioration the heartwood begins to dry out and consequently to check. Lastly, if within six years the tree is not cut and taken from the woods the heartwood becomes infected with decay, which destroys its usefulness for practically all purposes except extract wood and fuel.

Only the main classes of outlets for chestnut are shown in the table. A list of 200 specific uses for which chestnut is reported to be satisfactory is available at the Forest Products Laboratory, Madison, Wisconsin.

UTILIZATION GUIDE FOR BLIGHT-KILLED CHESTNUT

Number of years after death of tree	State of wood when cut	Best uses
0-2	Sapwood and heartwood sound	Poles, mine timbers, highway and railway fence posts, railroad ties
2-4	Sapwood decayed, but heartwood sound and unchecked	Slack cooperage, boxes, crates, core stock, yard lumber, millwork, planing-mill products, furniture, coffins and caskets, cabinet work, woodenware novelties
4-6	Sapwood decayed; heartwood checked, but sound	Rough construction, farm fence posts, tannin wood, pulpwood
6 or more	Heartwood badly checked and infected with decay	Fuel wood

Characteristics of chestnut wood. Light to medium weight; moderately soft; coarse but evenly textured; straight grained; dries satisfactorily in air or kiln; moderate shrinkage; easily worked; stays in place well; easily glued; exceptionally durable or resistant to decay.

Poles and posts. Because of its natural durability and good form chestnut is well suited for poles and posts. Over a fifth of the telephone, telegraph and transmission poles in the United States are chestnut. Trees for poles should be cut while green or as soon after death as possible in order to avoid loss in felling, since dead timber breaks more easily than green. If the timber is dying, it is good practice to cut and store poles even though there be no immediate market. Poles should be peeled and rolled upon skidways, at least a foot and a half above bare ground in a location exposed to the sun and wind. They should not be left close piled, since close piling favors decay. Posts and poles should be given an open-tank treatment with creosote to protect the less durable sapwood in service.

Railroad ties. Chestnut is more resistant to decay than are most tie woods, but not so resistant to mechanical wear. There is usually no advantage in treating chestnut ties with preservatives, as under moderate traffic the untreated ties will resist decay until they wear out and have to be replaced. Chestnut ties wear very rapidly on curves or in roadbeds subject to heavy traffic. They can probably be used to best advantage in branch lines and side tracks, interspersed with better-wearing ties.

Boxes and crates. Chestnut is one of the best woods for boxes and crates. A considerable market can probably be developed for chestnut lumber for use in automobile export. The grade of "wormy chestnut" is as suitable for boxes and crates as the higher grades.

Core stock. Because of its ease of gluing, moderate shrinkage and comparative freedom from warping, chestnut is especially suitable for furniture core stock. Wormy chestnut satisfies the requirements just as well as the higher grades. It is sometimes claimed that the holes permit better glue adhesion, but this advantage does not appear in strength tests.

Slack cooperage. Chestnut is reported to be one of the five leading woods for nail kegs, cement and apple barrels, and other forms of slack cooperage.

Furniture and millwork. Chestnut that is free of worm holes can be used for millwork and similar products. Sapwood decay is not a serious drawback in such uses, for the thin outer layer of softened wood is slabbed off in manufacture and the temperatures used in kiln drying will sterilize the stock.

Rough construction. Chestnut that is sap-decayed and quite badly checked may find use locally as farm fence posts and rough construction, for the heartwood, which forms a large proportion of the log, is highly resistant to decay.

Tannin wood. Blight-killed chestnut can be used profitably as a source of tannin. Even dead trees that have stood in the woods until their sapwood has entirely rotted away can be ground up and used for extraction. On a weight basis, the percentage yielded is likely to be even higher in such wood than it is in wholly sound logs, since it is the heartwood that is most productive of tannin.

Pulpwood. Chestnut has not as yet an established value as a pulpwood. It can be used, however, in the manufacture of paper board, and perhaps in the near future the paper industry will offer a market for chestnut logs, or at least for chestnut chips from which the tannin has been extracted.

Wm. F. Ebbing Now Owns Detroit Edge Tool Works

On July 1st Wm. F. Ebbing, well and widely known throughout the cooperage industry as a salesman of leading saw and tool houses, became owner and manager of the Detroit Edge Tool Works, Detroit, Mich., and will now sell for himself.

The Detroit Edge Tool Works is an old and long-established firm, and with its fine line of products, backed by the experience and ability of the new owner and manager, there can be no other deduction than that Wm. F. Ebbing is going to win business and plenty of it, right from the start. THE JOURNAL, with his many other friends, wish Mr. Ebbing all possible business success and prosperity.

Carlton Cooperage Co. Has New President

The Carlton Cooperage Co., which recently succeeded the Clerin-Johnson Cooperage Co., Carlton, Oregon, has elected James S. Ramage as its new president. Mr. Ramage, who is president of the Continental Coal Company of Spokane, Washington, in associating with the Carlton Cooperage Co. as its president, fills the office made vacant by G. P. Clerin, who has been president of the company since its incorporation. Chas. F. Sechrist, secretary of the Carlton Cooperage Co., will act as the company's manager, while Theodore S. Siegfried will be superintendent.

Damaged by Fire

Glenn & Trammel, Mound City, Ill., recently suffered a fire loss amounting to approximately $7,000. The fire started in the stave drying yard and damaged a considerable quantity of stock. The loss was fully covered by insurance.

Greif Bros. Cooperage Co., Cleveland, Ohio, has been re-incorporated under Delaware laws with a capital of $15,400,000.

Accidents—the Greatest Single Waste Factor in Woods Operations

Five Men Killed for Every Thousand Employed in the Woods—Safety Education of Foremen or Keymen an Urgent Need

By J. I. THOMPSON*

While the subject of this discussion presupposes the desirability of organized accident prevention effort in the logging business, it might, nevertheless, be well to ask ourselves the question, "Is safety needed in the woods?" We find that the lumbering and logging industry as a whole ranks seventh in number of fatalities per thousand employees, while the woods operations, as separate and distinct from the actual manufacture of lumber, ranks second with an average of five men killed for every thousand employed.

Obviously, then, there is a crying need for safety in the woods, but very naturally comes the query, why should we concern ourselves with promoting the physical welfare of our men? Why do we wish to keep a man from being killed? He is going to die sooner or later anyway. There must be some reason for it. It seems to me these reasons might well be divided into two classes: First, that particular thing that distinguishes the human family from all other organisms on earth, and that is human sympathy—(I believe there is nothing under heaven that justifies our creation or our existence like this gospel—that the next greatest thing to creating a life is to save one)—and, second, the economic benefits that flow from the saving of human life and limb.

Something Must Be Done to Prevent Accidents

With accidents representing the greatest single waste factor in the logging business today there is an urgent need that something be done and done promptly to prevent them. In most mills it is possible to fix and control the conditions under which the material is manufactured and consequently to provide by mechanical means or carefully worked out methods of procedure, or both, a reasonable degree of safety for the workmen.

In logging this is not true; the timber must be felled where it grows, be it in a swamp, on a hillside or level plain, and then it must be cut to proper lengths, skidded or hauled to the railroad, there to be loaded on cars and transported to the mill. But with all the natural and artificial handicaps that encumber these operations, still much can be done through organized, systematic effort toward eliminating accidents.

A great deal of the hazard may be taken out of the operations through the employment of good, sound, healthy men working under the direction of experienced foremen. This we accomplish by having every applicant stand a physical examination, and unless he is physically a good risk, his application is rejected.

The Foreman Is the Key to Safety

The foreman is the key man in the logging industry just as he is the key man in any industry. He is the point of contact between the management and the men. By his attitude he can profoundly affect the morale of the men under him. The foreman, in the eyes of the worker, is the company. If he believes in the safety movement and practices his belief, his men will soon catch the spirit. Our experience has been that it is the foreman to whom one must first interest and sell the safety idea. But the foreman is not going to get vitally interested unless and until he knows that the management is behind the safety movement. Therefore, assuming that the management, whether from humanitarian or economic motives, or both, is sold on the safety idea, it then becomes the business of the safety man to sell it to the foremen, and, with their help, to the men.

There are as many different ways of engaging the foreman's attention and enlisting his support to the safety movement as, perhaps, there are foremen; but they are all human and none would wilfully risk injury to his men. All good foremen are vitally interested in keeping production figures high and cost figures low. Through the practice of safety measures all three of these very desirable ends may be attained. By frankly letting our foremen in on our plans we have gained their whole-hearted support.

Sell Safety to the Men In the Woods

The biggest task of all is that of selling the safety idea to the men themselves. We have gone about this in two ways; first, by correcting all the hazards we could find to correct; and, second, by trying to educate our men into the habit of being careful.

We first made a careful survey to determine what injury hazards might be corrected through mechanical measures and then proceeded to correct those conditions. For instance: We covered up all exposed gears on Shay locomotives, skidders, loaders and rail-laying machines; put footboards on trailer cars for the use of switchmen and so constructed them as to be out of the way of logs and limbs lying near the track; constructed hinged walkways on the outside of the framework of the skidders, thus getting passing workmen away from the gears and moving parts of the machinery; provided work cars, or "dog houses," for the men to ride in in going to and from their work and insist that they ride inside these cars and not get on or off while the train is in motion; equipped our gasoline section cars with safety railings and saw to the proper piling of tools thereon so they would not fall off; devised a special link knife and made our switchmen use it or a stick in making couplings; have daily inspections of boom blocks and periodic inspections of other blocks, sheaves and rigging; furnished and insisted upon the use of goggles by those splicing cables.

At one point a double-ended set-out track was changed to a spur to obviate the danger of loads breaking loose and running on to the main line. We have all log cars thoroughly gone over by experienced car men upon each trip to the mill, and those that are not in first-class running order are promptly shopped. We watch the loading of logs on cars, and specially see to it that binder chains are not left dangling.

Saw Crew Had 50 Per Cent. of Accidents

We found that about 50 per cent. of our woods accidents happened in the saw crews and were caused by falling limbs, sticking the axe in the ground near the tree being felled and then blundering into it, or in carrying saws and axes. Our log sawyers are being cautioned constantly to watch out for dead or lodged limbs, to lay their double-bitted axes on the ground when not in use, to clear away undergrowth before starting to fell a tree, to properly bed the tree to prevent kick-backs, and they have been taught the proper way to carry their axes and saws.

On one of the jobs where we used a Clyde rehaul skidder we found that numerous accidents were caused by the rehaul line throwing up limbs and chunks which fell on workmen. The terrain was such that we could change to a mule line rig, and in making this change we greatly lessened the accident hazard and at the same time increased the efficiency of the machine.

Besides all these active preventive measures, we have tried, and are still trying, different methods of arousing the interest of our workmen. We belong to the National Safety Council and get from it many picture bulletins, which are posted at different points on the works. We also put up posters, signs and warnings of our own design.

We bought a lot of cloth caps and had the words "New (Safety) Man" or "Homo (Safety) Chitto" printed on them, and every member of each crew going through a given month without a lost-time accident was given one of these caps. Putting it on a crew basis made each member of that crew watch out for his fellow-worker's safety.

Quite a bit of enthusiasm and interest was aroused by putting on safety contests between different departments of the logging operations, the losing side giving the winners a banquet. You can easily imagine the "raggin'" the losers got at these banquets. One of our skidder foremen gathers his men about the machine for a five-minute safety discussion and prayer service before starting work each morning. He gets results, having had only one accident in his crew last year and one the year before. We hold

* Address delivered at recent meeting of Mill Managers' Associations, New Orleans, La. Mr. Thompson is manager, Safety and Welfare Department of the J. I. Newman and Homochitto Lumber Companies, Hattiesburg, Miss.

safety meetings, provide "movie" entertainment in our log camps, and in various ways do our best to keep the subject of safety always before our men.

Eliminate Chance-Taking and You Have Safety

We are trying to do one of the hardest things in the world to do. We are trying to re-educate our people. We are trying to help them form entirely new habits. We are trying to help them eradicate the chance-taking habit and in its stead cultivate the habit of being careful. This takes a lot of thought, a lot of conversation, a lot of talk, a lot of demonstration, signs, pictures, movies, everything.

The primary purpose of our organized safety movement is to save lives, limbs and health. How much these savings amount to is, of course, conjectural, for no one can say how many injuries have been prevented, although a comparison of the deaths and injuries before and after the safety movement is a fair yardstick in estimating results achieved. But we would be well satisfied with the dividends of safety in the form of homes kept intact, hearts unbroken, and children prevented from facing the world without the birthright of a father's guidance even if there were not a dollar of savings in claim payments.

It may be interesting to you to know that in our three woods operations, where we employ from 550 to 600 workmen in the most hazardous of occupations, we had only 111 lost-time injuries during 1925, as against 263 in 1923, when we first started our safety work, a decrease of 152 accidents, or 56 per cent.; while the dollar side of safety, as reflected in accident expense, shows a decrease, in round figures, of $25,000, or 77 per cent., for the same period.

Naturally, we are proud of this record. And, while it means much to our men and to our company, yet we regard it as but an index to still greater things that may be accomplished through organized safety measures, and we shall not be content with less than the entire elimination of avoidable accidents. If there be those among you who are not actively engaged in this great humanitarian work, then we urge you most earnestly to join with us in this literal fulfillment of the Golden Rule.

Fire Destroys Barrel Plant

The cooperage plant of A. B. Turner, Timmonsville, S. C., was recently destroyed by fire.

Planning Enlarged Plant

The Creamery Package Mfg. Co., Chicago, Ill., is considering plans for an addition to its plant at De Kalb, Ill.

Increases Capital

The Paducah Cooperage Co., Paducah, Ky., has increased its capital stock from $125,000 to $200,000.

Petition Change in Canadian Nail-Keg Tariff

The Canadian Tariff Advisory Board conducted hearings recently for consideration of applications for changes in import duties affecting nail-keg cooperage.

This application was in the form of a petition by cooperage interests requesting a reduction in the 25 per cent. duty, or the complete removal of the duty, on nail-keg cooperage, claiming that most of the staves and heads for nail kegs must be imported from the southern part of the United States. This petition was opposed by 10 firms operating in New Brunswick, Quebec, Ontario and British Columbia, who urged continued protection, on the ground that this material can be produced as easily in Canada as in the United States. The decision of the Board will be announced later.

"Can We Compete Abroad?"

The National Foreign Trade Council has issued a new book entitled "Can We Compete Abroad," by C. C. Martin, being as stated a contribution to the literature of foreign trade. It is not, like most works on foreign trade, a discussion of the problems involved in extending American markets abroad, but is rather a recital of the achievements of the United States in the foreign field, constituting an emphatic affirmative answer to the query expressed in its title. The book is not only calculated to inspire confidence in American business men as to the possibilities open to them in foreign markets, but despite its disclaimer of any educational character, is replete with many valuable ideas embodied in the recital of how the remarkable success so far gained has been achieved.

"The Export Executive"

A new work entitled "The Export Executive," by Mr. B. Olney Hough, author of "Practical Exporting," "Ocean Traffic and Trade," "Elementary Lessons in Exporting," etc., has recently been announced.

The first section of the book expresses the broad general truth which makes up the underlying aspects of foreign trade. The second section, under the general title of "Getting Exporting Business," discusses foreign markets and their means of approach; the question of direct and indirect exporting; the various methods of selling, in fact, all the methods and means by which export business is secured. The third section treats on such details as packing, forwarding, invoicing, and insuring, while the fourth section treats on the vital question of financing from many points of view.

Places Duty on Wooden Casks

Among the changes in the Newfoundland tariff regulations is one that puts a duty of fifty cents each on casks of wood in which kerosene or refined oil is imported.

The Gerlach New Standard Heading Machine

The Peter Gerlach Company, Cleveland, Ohio, have just placed on the market a new Standard Heading and Boxboard Machine, which they say is rapidly replacing the old-style Champion Heading Machine which this company has built for many years.

In describing the Standard Heading Machine, The Gerlach Company has the following to say:

"The new machine has been designed for the large diameter saws now being used in the manufacture of heading and short boxboards, which were unknown when the old Champion Machine was introduced.

"The carriage of the machine is arranged so that the center of the saw enters at the center of any length bolt within the range of the machine, and has lateral adjustment on Hyatt roller bearings which permits the same position to be maintained as the saw wears down.

Gerlach Standard Heading Machine.

"This feature not only reduces the length of the sawing stroke, but eliminates strain on saw and machine frame, making the feed practically automatic and the process of sawing faster and easier for the operator.

"In these days of high-priced timber and lumber, barrel heading, box and crate manufacturers are beginning to realize that the heading saw process of cutting up bolts is not only the most practical, but the most efficient and economical system for getting the greatest amount of finished product from the timber.

"Quite a number of these machines with saws up to 60 inches diameter have already been installed and are giving entire satisfaction to their users."

Recommends Change in Federal Bankruptcy Act

The New York Society of Accountants recently started a movement to amend the Federal Bankruptcy Act, so that it will be legal for a bankrupt to keep a portion of his assets. The proposed change is designed to "encourage honesty and to strengthen the debtors' moral obligation to reimburse his creditors for bankruptcy losses."

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

FOR SALE—Reclaimed agitator fans. These fans are of extra heavy construction, of one make, thoroughly cleaned and for all uses as good as new. We can furnish complete fittings for wooden barrels. Price, 55 cents each. Address STEEL DRUM EXCHANGE, 9001 Desmond Avenue, Cleveland, Ohio.

FOR SALE—Hoop drivers, stave planers and other miscellaneous cooper shop equipment. For further details reply to G. C. POOL, Purchasing Dept., Armour and Company, U. S. Yards, Chicago, Ill.

SELECT WAYNE REBUILT MACHINES
"Known by every User for their Quality, and to be Invariably as Represented"
Surfacer
One 24 x 6 Woods No. 450 highspeed double surfacer.
Shook Resaw
One 54-inch Berlin No. 287 horizontal hopper feed band resaw.
Handhole
One No. 421 Mereen-Johnson recess and handhole cutter.
Borer
One style "B" root rectangular head 16-spindle vertical borer.
Knife Grinder
One 100-inch Coe style "A" knife grinder.
Selection
Around fourteen hundred machines in stock.
WAYNE MACHINERY COMPANY
Fort Wayne, Indiana

REBUILT STAVE and HEADING MACHINERY
Two Greenwood heading turners.
One heading sawing machine.
One No. 4 stave cutter.
ROCHESTER BARREL MACHINE WORKS, Manufacturers of "Greenwood" Stave and Heading Machinery, Rochester, N. Y.

MACHINERY WANTED

WANTED—Good used Holmes No. 97½ wood hoop stapler. Address A. B. HOUTZ, P. O. Box 225, Elizabeth City, N. C.

AM in the market for an Oram hoop flaring, punching and shearing machine and a double independent stave jointer, oil barrel size to joint 30" to 34" staves. Prefer jointer with ⅝" wheel face. Give description and state lowest cash price. Address "MACHINERY," care "The National Coopers' Journal," Philadelphia, Pa.

PLANTS FOR SALE

FOR SALE—Tight barrel factory, brick, four stories; good will; complete tight barrel machinery equipment; situated middle of large city in Canada; will sell machinery separate. Address "FACTORY," care "The National Coopers' Journal," Philadelphia, Pa.

Slack Stock Plant For Sale

FOR SALE—A strictly modern combination slack stave and heading plant with three large dry kilns. Plant is situated on river and has other excellent advantages. Reason for selling, poor health and lack of capital. Proposition is worthy of immediate attention. "PROFITABLE," care "The National Coopers' Journal," Philadelphia, Pa.

POSITIONS WANTED

WANTED—Position as salesman for representative cooperage or cooperage stock manufacturing company. I have had years of experience selling, buying and manufacturing. My contacts in the trade are large and my services will prove a paying proposition to the company securing them. What have you to offer? Address "SALESMAN," care "The National Coopers' Journal," Philadelphia, Pa.

WANTED—By an A-1 cooperage man of long experience, position as manager or superintendent of cooperage or cooperage stock plant. Knows the cooperage business from tree to finished package. Can handle men and produce results. Open for immediate connection. Address "MANAGER," care "The National Coopers' Journal," Philadelphia, Pa.

WANTED—New connection as sales manager for large cooperage stock house. Have traveled the entire cooperage trade and know how to get results. Here is an opportunity to tie up with a "live wire" who can increase sales. Experience, qualifications and other details will be gladly furnished. Address "PROGRESS," care "The National Coopers' Journal," Philadelphia, Pa.

WANTED—Position as superintendent or foreman, with a reliable cooperage company. Can give best of references as to my ability to qualify for making both tight and slack barrels from tree to finished product. I also understand all makes of cooperage machinery. Address "FOREMAN," care "The National Coopers' Journal," Philadelphia, Pa.

WANTED—Position as slack barrel superintendent. Am not afraid to work and get results. Address "POSITION," care "The National Coopers' Journal," Philadelphia, Pa.

BUSINESS OPPORTUNITIES

FOR SALE—The latest achievement in the cooperage line for manufacturers of heading, patented and produced on a small scale. Can be used on all sizes of barrels. Will sell either outright or on royalty. Address HEWES & CO., 1069 Myrtle Avenue, Brooklyn, N. Y.

HELP WANTED

WANTED—First-class heading turner who understands manufacturing number one and two heading, for immediate engagement. Wire TRENTON COOPERAGE MILLS, Ltd., Trenton, Ontario, Canada.

STOCK FOR SALE

70 TONS STEEL HOOPS
From 1½" to 2½" wide, No. 8 to No. 14 gauge black and galvanized, in 150-pound coils. We secured these hoops in a purchase of property from a prominent barrel manufacturer, and this represents the stock on hand. Price: 2 cents per pound net, f. o. b. Philadelphia. List and sample on application. CALCOS STEEL & IRON CO., 1330 N. 30th Street, Philadelphia, Pa.

FOR SALE—Two cars No. 2 gum staves, K. D. J. & B., 36" x ¾". Address N. W. CALCUTT CO., Dyersburg, Tenn.

SECOND-HAND BARRELS FOR SALE

I WILL entertain offers from parties desirous of purchasing a few carloads of LINSEED OIL BARRELS. No attention paid to letters asking me to quote. Address HENRY A. THORNDIKE, P. O. Box 43, Newport, R. I.

TIMBER FOR SALE

FOR SALE—20,000 ACRES
Virgin timber in eastern Tennessee in fee. Will cut 8 M feet to the acre, 60% oak. J. M. PRESGRAVES, Owner, 41 Knickerbocker Bldg., Baltimore, Md.

HARDWOOD TIMBER OPPORTUNITY
4,400 acres good timber and fair land.
3,000,000 feet of oak, hickory, beech, etc.
60,000 cross ties, three miles from N. C. & St. L. Ry.
15 miles from Nashville, Tenn., on good road.
Price, $10 per acre, long time with security.
FOURTH AND FIRST NATIONAL BANK, Nashville, Tenn.

PINE HEADING
MILL-RUN AND GRADED
For fifteen years we have been supplying discriminating buyers with PINE HEADING of SUPERIOR QUALITY made from Virgin Texas pine. Mill-run and graded.
Try Our Pine Heading for Your Apple Barrels
NAVASOTA COOPERAGE CO.
NAVASOTA - - - - TEXAS

Why?—
Why send your saws a thousand miles to be resteeled when we can do it in the South at a large saving?
We make new drums and resteel old drums fitting any machine
THIRTY YEARS' EXPERIENCE
Southern Stave Saw and Machine Company
112 South 19th Street, Birmingham, Ala.
All Work Guaranteed *Write Us for Prices*

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Since 1888 Manufacturers of
Quality Stock
Our Northern Elm Hoops
"Best by Test"
FORT WAYNE, IND.
STAVES
HOOPS
HEADING
VENEERS

CALIFORNIA BARREL CO.
Manufacturers of COOPERAGE STOCK, COOPERAGE and WOODEN WARE—TIGHT and SLACK—OF ALL SIZES
Mill: Arcata, Humboldt County, California
Main Office and Factory: 1101 Illinois Street, San Francisco, Cal.
Foreign Department: 433 California St., San Francisco, Cal.

Pekin Cooperage Company
330 SPRING STREET —:— NEW YORK
Port Arthur, Texas Alexandria, La.
Mobile, Alabama
Barrels, Shooks, Kegs, Staves and Heading
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Cooperage Stock & Barrel Shooks
Cooperage — Associated Cooperage Industries — Machinery
B. C. Sheahan Company 166 West Jackson Blvd. CHICAGO, ILLINOIS

WE MAKE THEM
BUNGS VENT PLUGS FAUCETS
CASK or BARREL PLUGS and WORM-HOLE PEGS
Write for prices on Bung-borers, Cooper's hoop-drivers, hammers, adzes, flagging and flagging irons, chalk, chines and chine mauls
REDLICH MFG. CO., 647 W. Oak St. CHICAGO
Known to the trade for over 60 years

Hoop Nails Hoop Staples Hoop Fasteners
Bright, Blued, Coppered or Galvanized
Write for prices and samples
THE GEO. W. STANLEY CO. - Belleville, Ill.

Western New York
COOPERS' FLAG
R. E. TRAVER, Montezuma, N. Y.
Butt or Heading Flag
The Finest Grades Grown
A large supply constantly in stock

MONTEZUMA COOPERS' FLAG
Forty years in the business have made us Flag experts
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Tight and Slack Barrels
We carry new Cooperage from 5 to 50-gallon on hand at all times for local or carload shipments. Ready to fill barrels for all requirements
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Instantaneous Set Works are adjustable for staves ¼" to 1¼" thick. Carriage has Hyatt Roller Bearing Wheels and Double Acting Starter.
Cylinder saws 16", 20", 24" and 26" diameter, thoroughly balanced to run quietly in operation.
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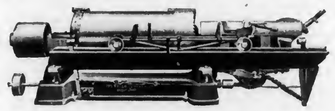
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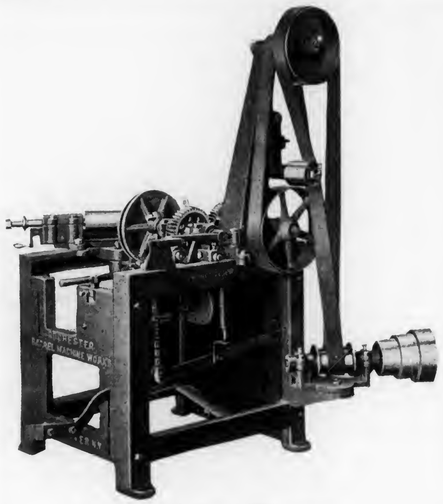

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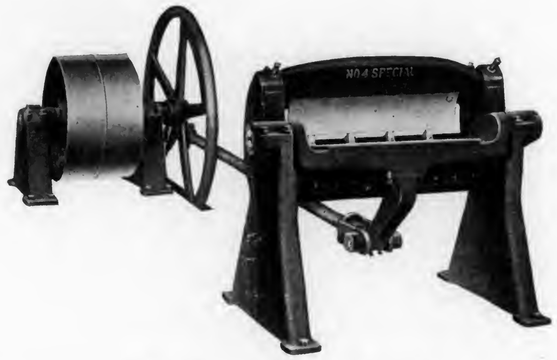

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Largest Exclusive Coopers' Tool Supply House In the World

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"The Champion" Heats More Barrels and Does it Better Than Any Other Heater Made

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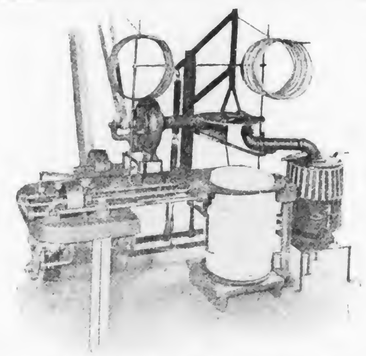

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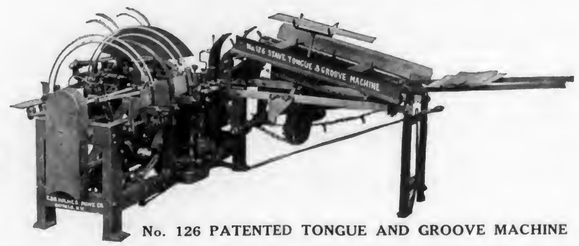

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Orders for Straight or Mixed Cars can be handled efficiently and quickly, as we can assemble at advantageous points
THE GIDEON-ANDERSON CO.
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MANUFACTURERS realize that to insure maximum protection for shipments, barrels must be bound with Wire Hoops. American Wire Hoops give barrels added strength, bringing them to their destination in A-1 condition.

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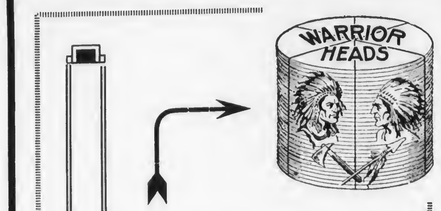

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means PINE HEADING
properly made from
Southern Pine by men
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Our stock conforms to the highest "Quality" Standards

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The National Coopers' Journal

FORTY-SECOND YEAR | Philadelphia, September, 1926 | $2.00 PER YEAR VOL. XLII, No. 5

Variety of Orders the Rule in New Orleans

Chain Stores Buying Sugar in Barrels—Beverage Barrels Have Heavy Call—New Industries Prospective Users of Cooperage—Scarcity of Re-coopered Barrels

Perhaps the most remarkable thing about the cooperage industry is the number of changes taking place in the business and the difficulty to be found in keeping up with the trade. Ask any cooper in New Orleans and he will probably tell you that his best customer of last year is not using any barrels this season, and that his best customer at present is some man who has never used barrels before. Some of the minor industries that call for a good many barrels for awhile suddenly change to some other package, while men in some other small line of business suddenly discover that the barrel is the only package suitable for their purpose, and will begin to buy barrels.

Trade Outlets Constantly Fluctuating

Trade with the more important lines of business is constantly fluctuating. For a time a shop may be unable to give a salt barrel away, but may be crowded to capacity making asphalt barrels, then suddenly asphalt barrels will become a drug on the market, and the demand for salt barrels will assume large proportions. A sugar refinery may use 1,500 barrels a day for a time, then suddenly change to some other package and not use a barrel for a month or more.

Chain Stores Buying Sugar in Barrels

Refiners pack their sugar in neat little cartons for the smaller retail trade, but the larger grocers, and especially the great chain groceries, have been buying their sugar in barrels, selling it in bags and giving their customers the benefit of the saving in the packages, but how long will this state of affairs continue? After what the coopers have experienced, it would not surprise them to hear at any moment that the grocers had met in convention and resolved never again to allow a sugar barrel on their premises.

Perhaps Intensive Selling Is the Answer

Coopers have believed that bakers, confectioners and the bottlers of soft drinks would always buy their sugar in barrels, furnishing some shops work making the new barrels and supplying other shops with used barrels to be re-coopered and sold again, but, for the present at least, they have lost out on this trade. The biggest of the bottling houses are now buying their sugar in bags. Nobody knows why they made this change, and nobody seems to have made any special effort to keep them from changing. That the barrel is the best and most convenient package in which they could receive their sugar goes without the saying, and it is a well-known fact that when the re-sale price of the barrel is considered it is cheaper than the double bags now used. Still, for the present, the bottlers are giving the preference to bags, and nobody knows whether the change is permanent with them or not.

Business as Usual in Spite of Obstacles

Some of the shops here are doing extremely well, and none of them seem to have any complaint to make, but the continual loss of old customers and the constant hustling after new ones is bad for the nerves. Is there any remedy?

Wooden Barrel Advertising the Great Necessity

Where boxes, bags and steel drums are gaining ground, they seem to be winning by constant advertising and a general system of propaganda. Perhaps the use of the wooden barrel could be promoted and the cooperage business stabilized by similar methods.

Beverage Bottlers Good Customers for Tight Barrels

Although the bottling establishments are not using any slack barrels at this time, and are not even buying their sugar in barrels, they are using a good many high-grade tight barrels, halves and kegs. Just at present the Brooklyn Cooperage Co. is getting the greater part of this trade.

There May Be a Sales Idea in This for You

These bottling works now furnish their products to the drink stands in tubs. These tubs are made of high-grade tight barrels cut in two. They have hinged covers and are filled with the bottled beverages, packed in ice, and the bottles are retailed from them. As every little soft drink stand keeps on hand a goodly row of these tubs there are a great many of them in use, and the making of them is a good business, though it is one of recent development here.

Wooden Barrel Continues as Standard for Rosin

It may be that in some sections the sheet-steel barrel is making inroads into the wooden rosin-barrel trade, but there are no evidences of such an innovation here. No shipments of rosin in any but the good old wooden barrel have been observed so far. Still the barrel people would do well to be on their guard, for the substitute manufacturers are excellent propagandists.

Coopers have always insisted that one of the disadvantages of the sheet-steel drum is that after it has been emptied it could not be used again, yet some of the shops here are obliged to take some used sheet-steel drums in order to get the wooden barrels, and in some way they find a market for these containers. It may be that the second-hand steel drum can be used as a receptacle for waste paper, or as a carrier of various kinds of junk, but if it is scalded out to clean it, as the wooden barrel is, it will promptly rust through, and if it is used as a container for any food product without being scalded, there would undoubtedly be an epidemic of ptomaine poisoning. It is rather a dangerous proposition.

Do the Wooden Barrel and Wooden Box Compete?

Most Louisiana farmers have a few apple trees, enough to furnish fruit for the family, but for some reason apples are not grown on a commercial scale in this State. The apples used in this State are brought from other States, and they are almost invariably shipped in boxes, so that an apple barrel is quite a curiosity here. Let the apple shippers make a note of this: If apples for the Louisiana market are shipped in boxes, the boxes when emptied are a total loss. If the apples are shipped in barrels the coopers will send their wagons after the barrels as soon as they are emptied, and will pay a good price for them, effecting a good saving for somebody.

New Industries that are Possible Barrel Users

It is pleasing to note the establishing in this section of various new industries that are likely to be good users of barrels and other cooperage packages.

A $400,000 pickle-making corporation is now moving from Texas to De Ridder, La., and the people of De Ridder are taking half of the stock of the concern. Farmers in that section are turning their lands to cucumber growing, and the business is likely to prove very profitable. Pickles are held in wooden vats, transported in tank cars and many of them reach the consumer in glass, but a great many of them are put into barrels at some stage of their long journey from the vine to the consumer. The pickle business also uses a good many tubs and buckets, for many retailers sell pickles direct from the bucket, saving the cost of the bottles and the expense of bottling.

Another cucumber-growing center is at Wiggins, Miss., and the pickle establishment at Wiggins does an enormous business, using a good many cooperage packages, though not as many as it should.

The Creole Refining Corporation, of New Orleans, is constructing a $150,000 plant just below this city, and in a few weeks will be in operation manufacturing lubricating oils and greases. Factories in this line generally use a good many tight barrels of various sizes and grades, and it is hoped that this new plant will be no exception. In addition to its oil and grease business this corporation will also handle molasses, and it already has contracts under which it will import 800,000 gallons of molasses per month from Cuba. It would be strange indeed if that amount of molasses should be handled without using some barrels.

The president of this concern is Mr. Sidney W. Neighbors, the famous oil expert, while the molasses department will be under the management of Mr. S. A. Gratia, who is a member of the Board of Directors.

Demand for Re-coopered Barrels Greater Than the Supply

There are a good many coopers in this town with small shops who are not making much noise, but who are, nevertheless, doing a good deal of work. Among these are Leopold J. Magner, 415 S. Front St., right in the heart of the produce-shipping section of the city; Frank Manno & Son, 531 Barracks St., convenient to the French market; Fernand Decoudreaux, 2124 St. Ann St.; Ulysses Estopinal, 1235 Dumaine St.; Gottlieb Nicholas, 3959 S. Front St., which is in the uptown manufacturing and shipping district, and Henry Elichalt, centrally located at 1038 Tchoupitoulas St., and convenient to any kind of trade.

The reports from all of these shops are pretty much the same. Their business is made up of a great many small orders for miscellaneous packages. They all make some new barrels, but the mainstay of their trade is the second-hand package, and the demand is always greater than the supply. Mr. Elichault says that the order given to him is usually, "Send us all you can get." The only trouble is that he can not get enough, for the supply of used barrels on this market is usually short.

Big Naval Stores Deal

Announcement has been made that a large block of the stock of the Downing Company, Brunswick, Ga., and elsewhere, largest naval stores factors in the world, had been purchased by the Gillican-Chipley Company, of New Orleans, and the company will hereafter be known under the name of Downing, Inc. The new company has capital paid in stock of more than $2,400,000 and has behind it large additional resources. While the Gillican-Chipley owns the majority of the stock and controls, there will be no change in the personnel of the Downing Company. The company recently purchased the pine harbor tract of land in McIntosh County, consisting of 30,000 acres and which contains 100,000,000 feet of timber.

Rebuilding Stave Mill

O. D. Bratton, Church Hill, Miss., has started rebuilding his stave mill which was recently destroyed by fire.

Buffalo Cooperage Trade Shows Greater Activity

The slack cooperage trade is more active than a month ago and the demand for flour barrels is better. Prospects are favorable for the fall trade, which is almost always larger than that of the summer. A decline in flour prices has helped both the foreign and domestic trade.

The apple-barrel demand has not started up very strong as yet, but growers of fruit are waiting for the later apples to develop. Prices on apple barrels are reported to be 60 to 65 cents. Some lower prices have been made, but they afforded little or no profit to the cooper.

Apple Shippers Convention Big Success

The International Apple Shippers' Association held its annual convention at the Hotel Statler in this city on August 10th to 13th, with an attendance of about 1,500. President Frank H. Simpson, in his opening address, said that foreign trade is the safety valve of the entire fruit industry. The local markets have been glutted in the past with hundreds of different kinds of apples which did not meet a ready demand. Export of wholesale lots of apples to foreign countries will help both the industry and the domestic situation. As the majority of exported apples are shipped in barrels, this is additional good news to the cooper.

Mr. Simpson further stated that while the apple crop got a late start this year, it will be from 10 to 15 per cent. larger than last year's crop. The figures from all over the United States show, in fact, that it will be the largest ever grown. The Baldwin and Greening districts of western New York are expecting a bumper crop, which it is hoped will retrieve the losses of last year, when the apples drawn from the storage plants hit a declining market.

The convention discussed various subjects, including standardization of containers, arbitration, transportation of fruit crops, legislative enactments and storage in transit. It favored enforcement of inspection, similar to the meat-packing industry. It was prophesied that more windfalls and poor quality fruit will be used to make cider this year than in any other in the history of the industry.

Stave Prices Unsettled—Hoop Quotations Advance

Hoops are much stronger than a few weeks ago, while staves are unsettled and heading is firm. Quotations of August 20th are as follows:

5′6″ hoops	$17.25 to $17.50
6′ hoops	18.25 to 18.50
6′9″ hoops	18.75 to 19.00
No. 1, 28½″ gum mixed staves	16.50 to 17.00
No. 1, 30″ gum mixed staves	17.25 to 17.50
Mill-run, 28½″ cottonwood	13.25 to 13.50
Mill-run, 28½″ gum mixed	13.50 to 13.75
No. 1, 17⅛″ basswood heading	14½c to 15c
Mill-run, 17⅛″ h'dw'd heading	10¾c to 11¼c
Mill-run, 17⅛″ pine heading	9¼c to 9½c

Notes of the Trade

H. T. Pennypacker, president of the Quaker City Cooperage Co., finds the flour-barrel trade more active this month.

The International Cooperage Co., Niagara Falls, is making a good number of barrels of various kinds and is getting some of the flour-barrel business in Buffalo.

The Niagara Cooperage Co., Lockport, reports that not many apple barrels are being taken as yet, but it looks for active demand as the season advances.

The Buffalo Barrel & Keg Co. is actively at work this month turning out many vinegar barrels, which are wanted this season.

Apple Crop Estimate Increased 2,000,000 Barrels

The August government forecast covering the commercial apple crop shows a gain over the July report of 2,000,000 barrels, the estimate being for 39,559,000 barrels against 30,364,000 barrels last year and 37,514,000 barrels as estimated a month ago. A gain since July is shown in the Northwest, including California, also New York and Virginia, with other important States showing little variation from the forecast a month ago.

The August report gives Washington an output of over 10,000,000 barrels, placing it far in the lead in commercial production this year. New York follows with 6,403,000 barrels, with Virginia third, the crop in that State being estimated at 3,107,000 barrels. The average condition is placed at 74.9, considerably better than the average. Following is the forecast by States of the commercial crop:

	Condition Aug. 1 Per Cent.	Estimated Production 1926 Barrels	Production 1925 Barrels
Maine	60	520,000	615,000
N. Hampshire	69	225,000	203,000
Vermont	67	135,000	103,000
Massachusetts	76	775,000	598,000
Rhode Island	73	66,000	53,000
Connecticut	77	274,000	193,000
New York	71	6,403,000	4,980,000
New Jersey	80	854,000	463,000
Pennsylvania	76	1,502,000	813,000
Delaware	94	576,000	256,000
Maryland	79	490,000	274,000
Virginia	76	3,107,000	1,347,000
W. Virginia	63	1,258,000	768,000
N. Carolina	69	238,000	158,000
Georgia	81	130,000	76,000
Ohio	65	749,000	623,000
Indiana	73	223,000	217,000
Illinois	65	1,276,000	1,187,000
Michigan	60	1,428,000	1,448,000
Wisconsin	74	146,000	93,000
Minnesota	70	46,000	29,000
Iowa	77	122,000	66,000
Missouri	53	581,000	622,000
Nebraska	55	73,000	40,000
Kansas	52	296,000	310,000
Kentucky	73	124,000	74,000
Tennessee	72	89,000	42,000
Oklahoma	55	23,000	26,000
Arkansas	60	709,000	775,000
Montana	90	75,000	26,000
Colorado	85	951,000	676,000
N. Mexico	68	264,000	202,000
Arizona	80	11,000	9,000
Utah	81	202,000	202,000
Idaho	71	1,329,000	1,327,000
Washington	84	10,091,000	8,868,000
Oregon	95	2,172,000	1,448,000
California	82	2,026,000	1,154,000
U. S.	74.9	39,559,000	30,364,000

The Layton Cooperage Company, Portland, Ore., has increased its capital to $100,000.

Heavy Rainfall Benefits Louisville Barrel Demand

Pickle, Tomato and Other Crops Recovering from Effects of Dry Weather—Cooperage Plants Operating Steadily, with Many Orders on Hand

There has been much improvement in existing conditions in the cooperage industry of Louisville since last month. Following droughts during the late spring and early summer, there was an abnormally heavy rainfall throughout late July and most of August. The result has been that the pickle, tomato and other crops, which were suffering from excessively dry weather, are now showing big production, and the packing concerns are quite busy. Of course, this has occasioned a much increased demand for barrels and kegs from these fields.

With a big apple crop, the outlook for cider and vinegar is also encouraging, while the prospects for the syrup barrel trade look promising. Moreover, if the cotton crop in the South produces the anticipated yield of over fifteen and one-half million bales, there will be a heavy demand for cooperage from the cottonseed oil trade.

From the above, it is easily discerned that the barrel demand has been more than fair, but it is claimed that there has been considerable price cutting in the East and other sections, which is making it hard to maintain values. There has been an active movement in kegs, and as there is a shortage of keg stock, producers of kegs are maintaining prices, and it is believed there will be an advance in this line by the first of September.

Louisville Cooperage Plants Enjoying Excellent Business

Local cooperage plants are operating steadily, with an excellent volume of orders on hand. Manufacturers are finding it possible to pick their orders to some extent; that is, turn down business that does not bring a satisfactory price.

Heavy Rains Have Not Affected Stock Production

Exceptionally heavy rains in Kentucky over August have resulted in the highest water in years in streams, the Ohio River being higher than in many years at this season. However, production of staves and heading continues good throughout the State.

Slack Barrel Outlook Encouraging

The short potato crop has reduced the demand for slack barrels, but manufacturers of these packages are getting some orders from the flour millers and the apple crop bids fair to greatly increase the demand.

Barrel Prices Holding Firm—Keg Prices Show Strength

Stave and heading prices continue quite firm, with keg stock somewhat stronger. Red oak jointed staves are quoted at $1.10 per set; jointed gum staves, $1 a set; red oak staves, mill run, at mills, $55 a thousand; white oak, $65 and up; circled heading, white oak, 43 to 44 cents a set; red oak, 41½ cents a set; gum heading, 38 to 39 cents a set.

The following quotations in car lots, with an extra charge of 10 cents per package in less than cars, and 25 cents increase in lots of less than 25, are those quoted as of August 20th for barrels and kegs:

	Red Oak	White Oak	Spirit	Charred Spirit
1 gallon	$ .55	$ .60	$ .85	$1.00
2 gallon	.65	.70	1.00	1.15
3 gallon	.80	.85	1.20	1.35
5 gallon	1.05	1.10	1.90	2.15
10 gallon	1.50	1.60	2.25	2.50
15 gallon	1.60	1.75	2.45	2.70
20 gallon	1.80	1.95	2.75	3.00
25 gallon	2.20	2.35	3.20	3.45
30 gallon	2.35	2.45	3.45	3.70
50 6 hp	3.00	3.15	...	...
50 8 hp	3.15	3.25	5.00	5.50

Gum barrels continue firm at around $2.70. Very few gum barrels are manufactured by local plants at present. Flour barrels are quoted at 85 cents, with produce barrels at 65 cents, one-head produce barrels sold at around 50 to 55 cents, and sugar-size produce barrels at around 75 to 80 cents.

money is available for building. The War Department has sanctioned construction of the bridge. The Commission is agreeable to sanction the bridge and 10 miles of railroad from Owensboro to Rockport, Ind., but the company does not want a short haul. The road would be an important crossing line at the Ohio River, and be in position to take over large tonnages moving south, or up from the South, with a short line connection to the North and Northwest.

The Coal Strike Affecting British Cooperage Trade

LIVERPOOL, ENGLAND.

EDITOR, THE JOURNAL:

Our opinion as to the future business conditions in Great Britain is that everything depends on how soon the coal strike here is settled. It is holding up all classes of business, particularly the flour mill trade, which trade is the chief user of slack barrel stock.

So far as tight cooperage business is concerned, there is very little doing owing to the quietness of the whiskey trade, but the palm oil trade shows signs of being a little livelier in the near future.

Yours truly,

JAMES WEBSTER & BRO., LTD.

Courtesy of "Business."

Alaskan fisheries use thousands of barrels yearly. Cargo of salmon awaiting shipment.

I. C. C. Refuses Railroad Permission to Extend Road

The Interstate Commerce Commission on August 4th again refused the Owensboro, Rockport and Chicago R. R. permission to build an 84-mile railroad, including a bridge across the Ohio River at Owensboro, Ky., connecting with the Chicago, Milwaukee & St. Paul R. R. at Elmora, Ind., on the grounds that it is not essential, and would merely take business away from the Southern R. R. J. V. Stimson, lumber man of Owensboro, Ky., and other interests are behind the road, and the

Increase in Minimum Export Carload Weights Not Approved

The proposed increase in minimum carload weights for export, put forth by various southwestern lines on lumber, including staves, hoops and heading, has failed to receive the approval of the Standard Rate Committee and the General Rate Committee.

The southwestern lines planned to raise the minimum carload rates on the above commodities from southwest producing territory to Gulfport, Miss., from 30,000 to 34,000-pound bases to a 50,000-pound basis.

THE NATIONAL COOPERS' JOURNAL

DEVOTED TO THE COOPERAGE INDUSTRY

ESTABLISHED 1885

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J. A. MURPHY
BUSINESS MANAGER

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will be furnished on application. Copy for advertisements should reach us not later than the 15th of the month to insure insertion in the following issue. Changes in advertisements should reach us not later than the 20th of each month.

CORRESPONDENCE

The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Don't Miss

The Sesqui-Centennial
Philadelphia

150 Years of American Independence

June 1st to December 1st

Research, Survey and Analysis of Costs, Sales and Markets Is Modern Competitive Method of Business and Industry

THE new order of competition in business and industrial life does not consist of indiscriminate price cutting, widespread unethical business tactics, lowered quality of product, etc., although these destructive practices still exist in varying degrees, but rather is it made up of research, survey, analysis of costs, manufacture, sales and advertising.

These are the legitimate tools of the competition of the present and the future, and the manufacturers and industries who are the leaders in the business world today are those who, having been quick to grasp the changing conditions, have discovered the most economical method of manufacture through research, have surveyed and analyzed their costs, sales and markets, and have planned their advertising with a definite purpose in mind.

There is an absolute necessity right now for closer, more co-ordinated relations between members of any given branch of industry. No longer can the individual isolate himself in his own narrow sphere of operation and still hope for continued success. He must combine his efforts, his experience and his knowledge with others, so that the exigencies and problems which confront his industry may be encountered and solved permanently and satisfactorily.

That this condition is real and not imaginary is evidenced by the great growth of associational work and activities which has occurred within a comparatively short space of years. There is hardly a trade, industry or community that does not have its association, its co-operative society, or its chamber of commerce, and, as Secretary Herbert Hoover has said, "they all represent a vast ferment of conscious co-operation. The great majority today have a recognition of their public responsibilities, as well as the protection of their own interest. They represent a movement toward a more efficient, more ethical business practice, and a better synchronizing of the parts of the economic machine."

There are many industries, and we believe the cooperage industry may be numbered among such, in which it is not possible for the individual manufacturer to carry the load which research work necessary for the purpose of refining manufacturing methods, eliminating waste, perfecting distribution, protecting and enhancing the security of the trade's product entails. The cost of such work would be prohibitive. But this great and highly important work can be done, and done efficiently and well, when all who represent an industry are banded together in an association properly financed and supported.

We have only to look to the lumber industry, in which the research and publicity given to lumber and the products of lumber is contributing so much to that industry's success in combatting the propaganda of substitutes to gain a graphic picture of the value of properly directed associational work. In the steel industry there is the Steel Institute; in the naval stores field there is the Pine Institute, etc.—formed primarily for research, survey and analysis to meet the changing order in the business and industrial world.

In the wooden barrel consuming fields at present there are many developments which must be accorded full attention and prompt action by the cooperage industry. Let us cite a few instances as illustrations: All of us are aware of the propaganda in favor of the sheet steel drum in the rosin field, and it is probable that this agitation has been instrumental in the movement adopted by the National Paint, Oil and Varnish Association for research not only in the matter of standardized forms, weight and strength of shipping packages, but also as to what particular packages should be or could be improved. In the evaporated fruit field the suggestion has been made that manufacturers use boxes for a more general marketing of their product. Also, at the recent Apple Shippers' Convention in Buffalo the question of packing and packages was discussed at length, and a movement advanced for research into the use of the basket in the apple export trade.

It is true that all these developments may not adversely affect the standing of the wooden barrel in the various fields, and the research made may prove a boon to the cooperage trade in demonstrating conclusively the superiority of the wooden barrel as a shipping package. Nevertheless, the benefits which our trade will derive from any and all such developments in package-consuming fields will only be in proportion to the efforts which we, as an industry, put forth to defend the wooden barrel where defense is necessary, and to promote the wooden barrel, when by such promotion its use may be extended and increased. And this can not be done by mere word of mouth. We must have convincing proof in the way of statistics, results of tests and exhibits to prove that what we say is absolute fact.

Can this enormous task be accomplished by the individual alone? We believe there are no ifs, ands or buts to the question. It can only be done by a united industry and under association direction. The saying, "United we stand; divided we fall," is truer in business today than when the phrase was first coined, because the new order of competition is stronger, more intelligent and more scientific, and if we are to master the elements of present-day inter-trade competition, we must go forward as a solid organization working for the general good of the cooperage industry as a whole, and in so working achieve results which will bring to us not only profits for today, but also for tomorrow, as well as a stabilized, continuous and progressive industry.

Widespread Trade Improvement and Business Prosperity Makes Optimism the Keynote of the Day

AT the beginning of 1926 there were very few of us who did not have an optimistic outlook on general business conditions for the first six months, but, on the other hand, there were many who said "What's going to happen after that?" Unable, or unwilling, to extend their vision to encompass a longer, or a continued and increased run of trade and business prosperity, the aforesaid "many" proceeded to fill the atmosphere with pessimistic forebodings of the dire results which better demand, larger production and more profits would bring down on the business world for the balance of the year.

Yet, here we are, sixty days beyond the day of judgment, sitting pretty, as it were, and continuing to find a gratifying number of orders in the morning's mail. We wonder what has happened to those prophets of gloom. No doubt they have forgotten their pessimistic quaverings in the rush of the day's affairs, and, figuratively and literally, with sleeves rolled, are more than busy caring for the increased volume of trade which the good times have produced.

From orchard, farm and vineyard come glowing reports of abundant crops. The August estimates indicate a commercial apple crop bigger than ever before, with an approximate total of 39,559,000 barrels. The potato crop, while short of the very heavy production of 1924, promises a prospective total of 345,569,000 bushels, which is some 20,000,000 bushels heavier than the 1925 crop. The sweet potato crop is estimated at 73,140,000 bushels, or 11,000,000 bushels ahead of the 1925 production.

From California we hear of the biggest grape yield that State has known, and the prospects in all the important eastern and central grape sections are materially better than in 1925. In the Ozark section, especially, are the vines heavily laden.

With regard to industrial lines, the headings of the newspapers, as well as the business and trade press, tell the same story of prosperous conditions. Business is good, and the outlook has every semblance of a steady trade betterment as the months move on. While it is true there have been decreases in certain trade lines, these decreases being seasonal, and by comparison, much smaller than those of 1925 for the same period, can rightly be listed in the trade improvement column of 1926.

The splendid conditions in general industry and commerce can not help but have a desirable and salutary effect upon the cooperage industry. No one will deny that most of us have made some money thus far during 1926. Not fortunes, perhaps, but still our ledgers are showing a reversal of form over the lean years, and the balances are on the right side; and, as the extended activities of orchard, farm, vineyard and factory hold potential business for the cooperage and cooperage stock manufacturer, not only for the shipment of raw materials and food products, but the finished article and by-products as well, the logical conclusion is that the good business period will be prolonged for the balance of 1926, with every possibility of running into a considerable period of 1927.

WANTS IN COOPERAGE LINES

Henry A. Thorndike, Newport, R. I., is in the market to purchase a few carloads of second-hand mackerel and herring barrels. Quote prices in first letter.

Canadian Western Cooperage, Ltd., foot of Smythe Street, Vancouver, B. C., is in the market for one to two cars strictly No. 1 Bourbon staves, KD1&B, and circled heads.

C. M. Joslyn, South Hero, Vt., is in the market for one or two carloads of mixed apple-barrel stock, hoops, staves and heading, and quotations on apple barrels delivered South Hero station.

J. R. Harrington, Belmont, N. Y., is in the market for pail and tub machinery equipment for five-lathe shop—log cut-off rig, knee bolter, stave saws, heading saws, heading matchers, glue rolls, bottom lathes, hoopers, vare and flat-hoop machines. Also 30,000 feet of one-inch steam pipe, T-rails, boilers, engines and electrical motors, and about 120 six-foot kiln cars.

Good Business Will Continue through September and October—
C. M. Van Aken

There has been a very satisfactory demand for all kinds of slack cooperage throughout the eastern section during the past month.

The lime trade has used its average quota. The cement business has been requiring a fair amount of cooperage, and the demand for cooperage used in barrels for promiscuous purposes has been somewhat above the average. The greater proportion of the business, however, has been in the fruit districts—a fair crop of fruit is expected from all sections. In many cases the early buying of cooperage has covered the year's requirements, but an odd car of staves, heading or hoops is being bought here and there which, together with the general shipments, has somewhat increased the volume and insures good business for a month or two to come.

Pine and gum heading has been taken in sufficient quantities to apparently justify the mills asking some advance in heading prices. There is, of course, a good demand for fruit-barrel staves and while in some cases advance prices are being asked, the demand has not exceeded the supply enough to prompt buying at the advance.

Barring accidents, in the fruit district we are looking for a fair business in this line for September and October, but we are not looking for any rush. It used to be the case that the apple barrel makers would start making barrels about the 1st of June and place orders for a supply that would last for a month or two, but now in order to have coopers in the summer time it is necessary to give them work during the winter, hence, apple-barrel cooperage buying is done throughout the entire year instead of being centered in three or four months.

Cold-Packed Fruit Industry Holds Great Possibilities for the Wooden Barrel

Barreling by cold-pack process steadily grows year by year. Industry developing nation-wide proportions. Cooperage trade will reap harvest of orders by giving proper sales attention and publicity to wooden barrel in cold-packed fruit field

Each year great quantities of small fruits, to which sugar is usually added, are barreled in season and frozen. These cold-packed products are used to an ever-increasing extent by preservers, ice cream makers and manufacturers of soda fountain supplies.

This thriving young industry is growing in leaps and bounds, and as the cold-packed process is not confined to any one locality, but rather is of national aspect, it holds every promise to the cooperage trade of a continually heavier wooden barrel demand as the field is developed and extended.

It is important, therefore, that the cooperage trade have as complete information as possible regarding the cold-pack method of preserving, because it is only by having comprehensive data on the various developments in this field that the barrel and stock manufacturer will be ably equipped to create and extend the wooden barrel market among the packers of small fruits. It is with this end in view that THE JOURNAL digests below information which has appeared in the fruit and fruit products trade press on the barreling of cold-packed fruits, as well as the care necessary in the preparation and chilling of the fruit before packing.

Barreling Strawberries in Oregon

Commenting on the cold-pack method for strawberries in Oregon, the *Fruit Products Journal* says:

"Barreling by the cold-pack method is one of the youngest industries in Oregon, but it is one that gives promise of becoming prominent on account of the processes used in packing juicy berries and fruits so that their flavor and freshness are retained when months later the barreled product is sold on the winter markets of eastern cities.

Barreling of Berries a Simple Process

"The barreling of berries is a simple process and for the number of pounds of berries handled daily, does not require a large force of workers. At the Lebanon, Oregon, plant the berries are received and weighed on the platform outside the warehouse. They are then wheeled into the warehouse storage room and later run into the barreling department where the stemmed fruit, a crateful at a time, is dumped at the upper end of an inclined trough on to an endless wire mesh net. The berries are then sprayed and the caps removed by women. Inferior fruit and trash is also removed. Layers of berries and sugar are filled into tight barrels, the head is fastened on and the fruit is ready to be placed in cold storage until such time as the trade demands it on the market. Barrels filled with fruit weigh about 450 pounds net.

"This season most of the growers in Oregon adopted the same wage scale for pickers, a piecework wage of 1½ cents per pound box with a bonus of ¼ cent per pound for pickers remaining with the same grower for the entire season. The growing season has been good and the berries were plentiful and of large size, so that the pickers made fair wages harvesting them.

"The town of Lebanon is called the strawberry city of Oregon. It is a natural distributing market for the fruit now produced and for the fruit that can be grown on thousands of acres tributary to the town that have not as yet been planted. The soil there is adapted to the culture of strawberries having Eden-like perfection, say the residents of Lebanon."

Cold Packing Cherries in Western New York

In western New York the preserving of cherries by the cold-pack process, while a comparatively new venture, is making much headway and many shipments are being made to New York, Philadelphia and other large cities. One farm at Sodus, N. Y., grows 1,300 tons of cherries annually and packs them for the market. The cherries are carried by mechanical conveyors from the trees to the packing shed, dumped into big concrete vats filled with cold water preparatory to washing, chilling and packing.

Outlining the various operations through which the fruit passes before final packing, a press dispatch says:

"A trip through the washing machine ends in a flow of millions of glistening red cherries across the sorting and inspection table and a fall in rippling cascades of red to a belt conveyor leading to the pitting machine. Eight huge pitters cut the tender skins with their star-shaped knives and push out the pits and then the cherries are well on their way to the ultimate pie. From the pitters they drop into thirty-pound tin cans, or into barrels, a supply of dextrose sugar drops down to cover and preserve them, the can tops or barrel heads are put in place and the containers are sent on to the storage barns. By truck-load they move from packing shed to the cold-storage bins, where for four days, in the case of the thirty-pound cans, and ten days for the barrels, they are subjected to a temperature of 15 degrees above zero. Thus thoroughly chilled and frozen they are ready for market."

In chilling small fruits by the cold-pack process, there is danger in not reaching temperature low enough to thoroughly chill the fruit throughout the entire barrel, according to Charles H. Stephenson, Bureau of Chemistry, Department of Agriculture.

Observations of Bureau of Chemistry

Writing for the *Canning Age* on cooling barreled cherries, Mr. Stephenson outlines the observations which have been made by the bureau to show the relation of the rate of cooling to fermentation. "For several years," writes Mr. Stephenson, "the Microchemical Laboratory of the Bureau of Chemistry has been studying the question of spoilage in fruits and fruit products in the cold-packing process, and methods for its detection. . . . It is evident that such products should be cooled as rapidly as possible so as to prevent spoilage. Hence the length of time required for a barrel of fruit to cool when placed in a sharp freezer is of considerable importance. In this connection an investigation was conducted to determine the rate of cooling at the center of containers of red sour pitted cherries packed without sugar and its relation to spoilage as shown by increase, if any, in the number of yeasts.

Preparation of Fruit for Packing

"The cherries were delivered to the packer in crates, or sometimes in baskets holding about one-half bushel each. They were weighed, placed on trucks, and run into a pre-cooling room, where they were held for at least 12 hours, and sometimes much longer when receipts were too heavy to be handled promptly. The temperature of the pre-cooling room was normally about 29 degrees F., but with large receipts of cherries it very quickly rose to 35 degrees F. The cherries were brought out of the pre-cooling room and emptied from the containers to the sorting belt, where the bad fruit was removed. They were then washed and pitted. As they dropped from the pitter the cherries were caught in pails and poured into the containers. When filled, the containers were run into the freezer. The fruit was packed without sugar in kegs holding 70 pounds and in barrels holding 125, 225 and 375 pounds, respectively.

Temperature Readings at Center of Barrel

"Temperature readings were made at the center of the containers when they were first placed in the freezer and also of the air of the freezer. Microscopic counts of the number of yeasts per unit volume were then made

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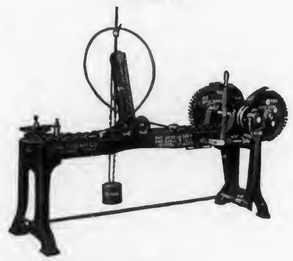

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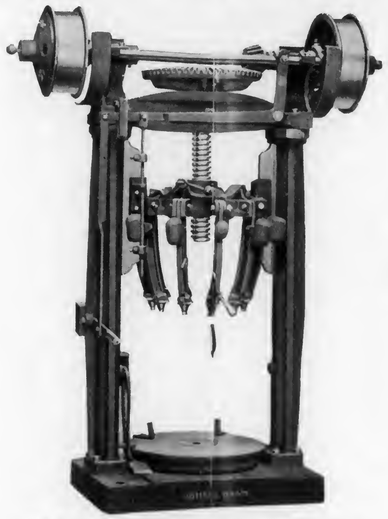

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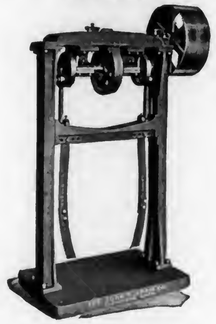

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on samples of the cherry juice drawn from the center of the container. The method used for estimating the number of yeast cells present was the same as that used for counting them in tomato products (U. S. Department of Agriculture Bulletin 581). The results reported are on the basis of the number present per 1/60 cmm. Tables 1 to 4 give the data obtained on the number of yeasts found at the end of different periods of time and also the rate of cooling at the center of the containers.

Temperature of Fruit Affected by Room Temperatures

"It is believed that the fluctuations shown in the yeast counts are largely due to difficulties in getting truly representative samples of the cherry juice. It is not to be conceived that the number of yeasts decreases at any time, although some of the counts obtained were smaller than those obtained on previous

TABLE I
Spoilage of Cherries in a 70-pound Keg
July 30 and 31, 1924

Hours After Start	Temperature Freezer °F.	Temperature Center of Keg °F.	Yeasts per 1/60 cmm.
0	20.5	60.0	4
1	20.9	58.0	3
2	20.5	56.5	5
3	20.5	55.75	10
4	21.0	55.0	10
5	20.0	54.0	15
6	19.5	52.75	15
7	19.0	51.75	16
8	19.0	50.0	16
9	19.0	49.0	27
10	19.5	47.5	29
11	20.0	46.5	52
12	20.0	45.0	45
24	18.25	34.0	53
26	18.25	32.5	46
28	19.0	31.5	70
30	19.0	30.5	40
32	19.0	30.0	68
34	19.0	29.0	55
36	19.0	29.0	46
48	18.25	27.0	49

sample. The temperature in the center of the container at the start was affected, not only by the temperature of the cherries when they came out of the pre-cooler and the length of time they remained out, but also to a great extent by the temperature of the packing room, which on one day was 74 degrees F. and on another day 83 degrees F. At these temperatures the cherries coming from the pre-cooler of course lost greatly in coolness before the barrels were filled, which was normally a matter of about 20 minutes.

Kegs Cool in Much Less Time than Barrels

"As the temperature in the center of the container came closer to the temperature of the freezer, the rate of cooling decreased. This was to be expected. The interesting feature is the extremely slow rate of cooling at the center of the container. Although the keg cooled 15 degrees in 12 hours, the temperature of each of the large barrels dropped only 4 degrees. At the end of 24 hours the keg showed a total drop of 26 degrees and the barrels one of only 7½ degrees and 8 degrees. At the end of 48 hours the keg showed a total drop of 33 degrees and the barrels one of 16 degrees and 17 degrees. It took three full days for the last barrel tested to get down to freezing at the center and at the end of five days it lacked 8½ degrees of being at the freezer temperature.

"The increase in number of yeasts in the juice may be taken as an index of the progress of fermentation. Table I shows an increase for a period of 10 hours; Table II one for about 26 hours; and Table III one for about 32 hours. Unfortunately the tests reported in Table III were discontinued after 34 hours; but it is probable that very little further increase, if any, would appear, judging from the temperature at center of the container at that time.

TABLE II
Spoilage of Cherries in a 375-pound Barrel
August 1-4, 1924

Hours After Start	Temperature Freezer °F.	Temperature Center of Bbl. °F.	Yeasts per 1/60 cmm.
0	19.0	52.0	29
1	19.0	50.5	35
2	19.0	50.0	38
3	18.5	50.0	36
4	18.5	49.5	30
5	18.0	49.5	69
6	18.0	49.0	36
7	17.5	49.0	31
8	17.5	49.0	31
9	17.5	49.0	43
10	18.0	48.75	37
11	18.0	48.0	46
12	18.0	48.0	43
24	17.5	44.5	81
26	17.5	44.0	110
28	18.5	43.0	106
30	19.0	42.0	105
32	18.5	41.5	143
34	18.0	40.5	107
36	17.5	40.0	98
48	18.0	36.0	95
50	17.5	35.5	95
60	18.0	33.0	90
71	17.0	31.0	107

Cessation of Yeast Increase Makes Correct Cooling Point

"The temperature at which the yeast increase appears to practically stop is of special interest to the packer, as it marks the temperature to which the contents of the container should be brought as soon as possible. This point appears to be between 40 degrees and 45 degrees.

"The data in the foregoing tables show the danger of cold-packing fruits in barrels at too high temperatures because of the length of time it takes for such large containers to cool down and the opportunity of spoilage.

"Fortunately a large part of cold-pack fruit is put down with sugar as a preservative."

TABLE III
Spoilage of Cherries in a 375-pound Barrel
August 4-9, 1924

Hours After Start	Temperature Freezer °F.	Temperature Center of Bbl. °F.	Yeasts per 1/60 cmm.
0	17.5	55.0	21
1	18.0	53.0	35
2	18.0	53.0	35
3	18.0	52.5	39
4	18.0	52.5	34
5	17.5	52.5	43
6	17.5	52.0	46
7	18.0	52.0	45
8	18.0	52.0	30
9	18.0	52.0	30
10	19.0	51.5	32
11	19.0	51.0	41
12	19.0	51.0	38
24	18.5	47.0	44
26	19.0	46.0	46
28	19.0	45.0	44
30	19.0	44.0	55
32	18.0	43.5	71
34	18.5	42.5	77
36	...	...	..
48	19.0	38.0	..
60	19.0	35.0	..
72	19.0	32.0	..
96	19.5	30.0	..
120	20.0	28.5	..

TABLE IV
Effect of Rate of Cooling on Spoilage of Cherries

Size of Container, Pounds	Time Precooled, Hours	Time of Holding, Hours	Temperature of Center at Start °F.	Yeast Increase Stopped: After Hours	Yeast Increase Stopped: Temp., °F.	Yeast Increase, Number
70	12	48	60	11	46.5	5 to 50
375	36	71	52	26	44	30 to 110
375	60	120	55	34 or more	42.5	21 to 77

The Belhaven Stave Co., Belhaven, N. C., has incorporated with a capital of $100,000.

Hoo-Hoo Distributes New Booklet on Protecting the Forests

The Concatenated Order of Hoo-Hoo has just issued a booklet in its forest publicity campaign that is undoubtedly the most interesting and valuable piece of literature on this subject that the Order has so far published.

The data contained in the booklet is based on information obtained from the United States and Canadian Forest services, and while some of the facts have had wide publicity heretofore, they are treated in this instance in a style that should arouse the interest of the layman to the great necessity for preserving and protecting the forests.

A chapter is devoted to the ravages of the Red Demon of the Forest, which is designed to cause those who use the forests for recreation to give care to their actions, so that no fires will break out from their camp fires, cigar, cigarette or pipe ashes. One of the paragraphs in the booklet reads:

Hoo-Hoo wants to insure the forest for the man who goes to them for health and recreation, to motor, to hunt, to camp or to fish; forests to prevent the pollution of our streams and the erosion of our farm lands; forests to produce lumber for homes, pulp for the paper on which we print and write, and fruit, oils, herbs and other essentials of our life.

Moses Bros., Flippin, Ark., recently established a new and modern stave plant.

Necessity for Perfect Tension and Tension Balance on Heading Saws

Correct Filing Methods Essential to Proper Manufacture. Specie of Timber Used a Factor that Must Be Considered

By G. C. KNAPP*

At the barrel factory where I am employed, we have circular saws of great variety of shapes and sizes. The large beveled circular saws of 68-inch diameter and under are the ones that keep a filer on his toes. When one stops to do a little arithmetic on proportions it will soon be discovered that a 16-gauge saw with a diameter of 68 inches (central gauge 6) is a delicately proportioned blade, beside which a 42-inch 7-17 gauge shingle saw is sturdy by comparison.

While a heading saw is very much like an overgrown shingle saw, in general proportions, the different wood with which it has to contend is of entirely different grain and texture, and calls for a tooth and tension to meet the conditions as they exist. One of the main points I wish to bring out in this article is the necessity for perfect "tensioning" and "tension balancing" which is necessary to make these large beveled saws stand up and eat wood as though they liked it.

Ideal Tooth Space and Rim Speed Not Vital

While it is very convenient to have tooth space and rim speed that is ideal, I find that it is not vital; straight sawing can be accomplished at various rim speeds (steadily maintained) by having tension, tension balance, and tooth form that is right for the work being done. Now let us talk about tooth form.

In a factory of this size a filer necessarily has to make use of assistants, as the head filer's time is spread over the entire plant. To keep as close as possible to a standard degree of hook (cutting angle) I have a chart on the wall near the gummer line, which covers all diameters in use, worked out on a basis of 27 degrees from perpendicular line. A glance at the chart shows the correct number of inches to position the centering pin of the gummer for any diameter the fitter happens to be working on. Of course this requires some vigilance, as the position of the centering pin does not mean anything if the emery wheel is allowed to wear out of correct shape. A short—almost uncomfortably short—tooth is required for red fir and spruce; the white fir and hemlock are not so exacting.

Once in a while when the boys get to thinking about the long strings of fish they are going to catch on their next trip, they allow the uncomfortably short tooth to get a little too long, which always results in trouble (true wash-boarding) which requires nothing more for its complete cure than restoring the proper length and shape to the tooth.

In the operation of a sawing machine using a hand carriage, one finds out things that would be hard to learn if only power-driven carriages were used. For instance, just put on a heading saw with the double fault of too much hook and a tooth a little too long; put a tough red fir block in the carriage and go to it. More than likely you will find the carriage will stop about half way through the block and when the sawyer surges on it to complete the cut, it will grab and shot-gun through the rest of the way. Obviously this is man-killing and lumber-butchering at the same time. What is the trouble? What makes a saw with lots of hook (too much) and a tooth that is too long, stop in the center of a cut? Answer: When a saw rim gets into that strange condition that produces even a slight wash-board appearance on the surface of a cut, there is caused a tremendous side friction that results in a near hold-up of the sawyer's stroke. Understand, all this is happening with a saw that is tensioned and balanced well, and is wholly due to the incorrect form of tooth, as mentioned before. Reduce the hook and length to the correct point, and a perfectly smooth, free cut is the result, with but small effort on the part of the operator. In this experiment we have made no change in tension or width of swage.

Tension and Tension Balance

Now about tension balance. The rim speed of the saws on the heading machines above mentioned varies from 12,500 feet per minute on some machines to 16,000 on others; all being driven by a direct-connected electric motor, the speed on all machines is well maintained while passing through the cut. The 42-inch saws with a rim speed of 12,500 are tensioned to a circle of approximately 110 feet. These 42-inch saws are 17 gauge at rim, with 8 gauge center. In the tensioning of any of these heading saws I always attempt to have the central portion hold a little higher than at the point of greatest drop in the body of the saw or a trifle beyond the half-way point between eye and rim. In working to attain this result I use two tension gauges—one for the central section and one for the section where greatest drop is placed. On the saws having a rim speed of approximately 15,000 feet or better I use a gauge made on a circle of 80 feet. It is my experience that it is very difficult to attach a saw to its 24-inch flange collar, with greater tension than noted above; the tension bulge is about .040 inch for 12 inches of surface (lineal). After a saw has been properly and evenly tensioned the next step, and one which is vital, is to get the proper tension balance.

Saws Are Like Humans—You Must Know How to Handle Them

On saws having the highest rim speed I leave the balance a little into the log or block. However, some of our saws carrying a rim speed of about 14,000 feet per minute require a 50-50 balance; one particular saw I am taking care of at present required an advantage of 14 pounds, out of the block. This particular saw, while doing fine work at all times, positively refuses to do business unless the balance is left at about 14 pounds out of the log. To explain this last sentence will say that for a final test of tension balance I place the fully tensioned saw on a testing mandrel, hook a pair of ordinary steel scales on the rim, and pull slowly until the tension bulge snaps through, noting carefully the registering dial to see when tension is balanced as desired. After becoming acquainted with the blade I am working on, I can determine to a nicety, by this method, just how to leave the saw. Most saws—especially those with the higher rim speeds—require a few pounds (four or five) into the log, while the one freak saw mentioned above calls for the unusual adjustment of 14 pounds out of the log. As the flange collar and bevel grinding are the same as far as can be determined by ordinary tests, I have concluded that this one saw has some peculiarity in the steel that causes the expansion under motion to be greater on one surface than on the opposite side; the swage alignment on all saws being kept as nearly as possible exactly even on both sides, *i. e.*, so that clearance at the extreme rim is exactly equal.

I have worn out two or three shingle saws in my time on the first tensioning. This, however, is the exception and not the rule. A saw eye that will clear a 16-inch straight edge after receiving a full tensioning out between the eye and rim, could not be considered as having no tension at that point, as it is impossible (according to my experience) to take a flat blade, devoid of tension, and tension same to the degree used in average practice, and not be forced to come into the very eye with a certain amount of work, in order to keep it down, even flat; otherwise the eye would cock up and make a 10-inch straightedge perform like a rocking-horse, when placed over the eye for a test from any position. Above all things the eye must not have excessive drop; that is one of the most common pitfalls beginners get into.

Timber Many Times Regulates Action of Saws

Certain it is that saws perform differently in different timber, and one man's way of getting at a result may be considerably different from another's. However, I am mighty glad there is no one to deny me the blessed privilege of hammering a saw when I discover that tension has decreased to a point when bad running is the next thing to be looked for. In the sawing of red fir heading, with a saw in the neighborhood of 60-inch diameter, it will be found that a saw will show signs of failure when there is still enough tension remaining to satisfy the requirements of shingle saws (working under average conditions) for an indefinite time.

After I have tensioned a saw to my satisfaction, and, after placing same on the flange collar, I find it will roll true, free from side wobble, I know for a certainty that saw is going to deliver the goods.

* Reprinted through courtesy Southern Lumberman, Nashville, Tenn.

What Barrel Using Industries Are Doing

The Wooden Barrel in the Evaporated Fruit Industry

At a recent meeting of the New York State Evaporators' Association, held at Rochester, N. Y., the suggestion was made to the members that steps be taken by the manufacturers of evaporated fruit to pack some of their output in boxes for more general marketing purposes. The matter, however, was laid on the table until the next meeting of the association.

Seeking further information, THE JOURNAL addressed a query to the Editor of *The Evaporator* on the subject of shipping packages in the evaporated fruit trade, and his reply which we reprint below will undoubtedly prove interesting to JOURNAL readers:

ROCHESTER, N. Y., Aug. 19, 1926.

EDITOR, THE JOURNAL:

The bulk of evaporated apples are ultimately packed in paper cartons, wooden boxes or barrels. The largest share packed for domestic use is packed in paper cartons containing eight ounces to one pound. A good proportion, however, is put up in boxes containing 25 or 50 pounds. The 25-pound box is constructed in almost the same size as the box in which the majority of western green fruit is packed. I can not tell you the exact dimensions at the present moment.

Barrels and boxes are used exclusively for export, the export trade taking about half of the country's production. New and used sugar barrels are the type most generally used.

By-products of evaporated apples, consisting of dried cores and skins, are exported in fair amounts and in barrels. French champagne makers take the bulk of this export. Chops, the apple dried without removing the cores and skins, are also exported in barrels.

The evaporated apple industry is made up of a large number of small manufacturers because of the necessity for having the factories located in producing areas within a short haul. Thus, the individual output of each manufacturer does not average much over 75 tons, especially in the East where the plants are smaller. These conditions have had an effect on the marketing and packing practices in this way:

Manufacturers sell their output to dealers and packers, shipping it to them in bags. It is then re-packed for the trade in the ways mentioned above. The chief packing centers are Rochester, N. Y., Sebastopol, Calif., St. Louis, Mo., Yakima, Wash., and Belleville, Canada.

Very truly yours,
H. H. HALLACER,
Editor.

—

Figures on the total production of evaporated fruit are not available at present, but the monthly exports of this product for 1925 as shown in the following table certainly indicate the possibilities for the extended use of the wooden barrel in that field.

Month	Pounds	Value
January	2,086,946	$274,640
February	1,204,803	155,373
March	577,609	73,357
April	726,066	84,682
May	345,403	41,503
June	358,016	45,380
July	565,268	66,108
August	334,724	44,041
September	324,303	43,862
October	2,216,764	253,599
November	6,542,549	817,208
December	7,438,373	888,364
Totals	22,720,824	$2,788,117

Slight Decrease in Canadian Apple Crop Estimate

Canadian commercial apple crop conditions indicate a slight drop in yield since the July estimate, but it is still about equal to last year's production. The crop is estimated at 99 per cent. or 2,849,430 barrels as compared with 2,883,400 barrels in 1925 or 80 per cent. of a five-year average. Recent gains are in British Columbia and Quebec, while slight losses are reported from New Brunswick and Nova Scotia, and Ontario remains about the same as the July estimate. Generally speaking, the quality of the crop is uniformly good, promising normal size and fairly good color, says the August crop report issued by the Canadian Department of Agriculture. The following table summarizes the commercial apple crop by provinces in comparison with 1925 and the five-year average:

COMMERCIAL CROP

Provinces	Condition August 1, 1926 Per Cent.	Production in Barrels — Prospects by Condition Aug. 1, 1926	1925 Crop	Five year Average 1921-25
British Columbia	130	1,208,500	932,670	975,530
Ontario	75	714,530	950,130	1,073,340
Quebec	200	142,400	70,850	81,260
New Brunswick	85	34,000	40,000	31,850
Nova Scotia	84	750,000	889,750	1,384,580

Paint and Varnish Exports Reach $13,000,000

American paint and varnish manufacturers transacted a foreign business in their products exceeding $13,000,000 in value during the fiscal year ended June 30, 1926, an increase of nearly $2,000,000 over the preceding twelve months, it is shown by an analysis of statistics just issued by the Bureau of Foreign and Domestic Commerce. With the exception of oil varnishes every class of paint and varnish showed increased export values for the period covered by the Bureau's report.

We have no statistics as to how much of these exports went forward in wooden barrels, but no doubt a considerable amount of cooperage was used in these overseas shipments, as barrels are usually preferred for export shipments.

Attractive Butter Tubs Sell More Butter in Tubs

That an attractive shipping package not only sells itself to the consumer, but also the product which it carries, is well illustrated in the comments which Mr. W. B. Leverance made in a recent issue of *Butter Gossip* on the sales value of clean, well-made and good-appearing butter tubs. Mr. Leverance's remarks follow:

"Beauty may be superficial, but, nevertheless, it invariably attracts attention. While one object of beauty may draw the gaze of only a few, a bevy of such objects focuses the attention of multitudes. Possibly this accounts for the more or less fictional stories of 'butter and egg men from the West' who, it is inferred when visiting this great metropolis, spend at least a portion of their time at certain well-known Broadway playhouses where beauty is on conspicuous display. We are inclined to take issue with inferences of this kind, but we can vouch for the fact that their cousins, the butter buyers in this market, are greatly attracted by packages displayed in wholesale butter houses that are of particularly neat and uniform appearance.

There are several concerns in this country which are large manufacturers of butter tubs. Very naturally, tubs from the various factories are quite dissimilar in general appearance. Some are made of wood of many different shades of color, some from materials that, while fairly uniform in color, cause the finished tubs to be of dingy, unclean appearance, some from lumber, a part or the whole of which was improperly cured, some from easily stained pieces, and still others from odds and ends that should have been utilized for other purposes. It is quite unnecessary to state that shipments of butter, whether large or small, if in containers made from materials such as just described, do not impress the critical buyer from the standpoint of attractiveness.

"It lies outside of our province to recommend any particular make or type of butter tub. Furthermore, we have no inclination to do so. However, it is a very noticeable fact that the very large butter concerns are shipping their butter in tubs that are exactly alike in every respect. In carload after carload of butter from these organizations, not a single piece of wood can be found in any tub that is not absolutely clean and white. In addition, there is practically no variation

in the shape and size of the tubs. Shipments in such tubs, when placed on the floor of the wholesaler's store, are conspicuous because of the attractiveness of their appearance; they create interest on the part of the buyer. This is written merely as a suggestion to shippers of butter. If they have the interests of their respective creameries at heart, this hint should be well taken."

Vegetable Oil Production and Exports

United States trade in and consumption of vegetable oils for the year 1925 is characterized by a substantial increase over that of 1924, there having been a fairly steady increase since 1922, which year marked a low point, due largely to the drop in exports of cottonseed oil.

The increase in production of vegetable oils from 1912 to 1919 was 242,568,000 pounds. During the period of deflation the production fell off considerably, but since 1922 the quantity produced annually has been steadily increasing, reaching a production in 1925 of 2,642,904,000 pounds, which is the largest in the history of the industry.

Largest Gains in Soy-Bean and Peanut Oil

The crushing of peanuts and soy beans shows the largest percentage increases. Prior to the war but 454,000 pounds of peanut oil were produced, whereas in 1925 the amount was 15,852,000 pounds. Production of soybean oil was of no consequence before 1922, most of the oil coming from Manchuria and Japan, consequently the expression of bean oil in this country on a small scale has been brought about, production in 1925 amounting to 1,405,000 pounds.

The only oils which show a decrease in production are cane, palm kernel and rapeseed.

United States Exports of Vegetable Oils

While the exports of vegetable oil have been slowly increasing since 1923, the exportation of 127,912,000 pounds in 1925 is considerably less than that of 1919, when 398,181,000 pounds were exported, or of 1912, with an exportation of 382,960,000 pounds.

The most outstanding reduction is that of cottonseed oil, which dropped from 355,972,000 in 1912 to a low point of but 43,343,000 pounds in 1924. Shipments increased to 62,415,000 in 1925. Corn oil also showed a large decrease from 1912, but this reduction came principally from 1912 to 1919, when exports fell from 22,870,000 to 6,414,000. The low point was reached in 1924 (3,679,000 pounds) and there was an increase to 3,847,000 in 1925.

The Netherlands is the largest European consumer of American vegetable oils. Practically all of the product taken by that country is refined cottonseed oil, which is used principally in the manufacture of oleomargarine. The only other European countries that import any appreciable amount of American oils are Germany and Norway. The bulk of our export trade is carried on with our North American and West Indian neighbors, principally Canada, Mexico, Cuba, and the Dominican Republic.

Canada is by far the largest consumer, and its principal importation is crude cottonseed oil, most of which is used in the manufacture of lard compounds and soaps.

The trade with Mexico in cocoanut and cottonseed oil fell off 237,595 pounds in 1925, compared with 1924, while the trade with Cuba and the Dominican Republic increased. There was also a substantial increase in the shipments of these oils to other countries.

Florida Potato Growers Purchased 231,000 Barrels

Purchases of growers' supplies through the Hastings Potato Growers' Association, Hastings, Fla., amounted to $520,000 for the business year which ended June 30th, according to the recently issued report of the manager. Among the purchases were 5,100 tons of fertilizer, 27,550 sacks of seed potatoes, 183,150 pounds of spray material and 231,000 potato barrels.

Total shipments by the association for the 1926 season amounted to 1,460 cars of potatoes, 49 cars more than the total for the 1925 season. Sales f. o. b. shipping point amounted to $2,015,822. At the close of the business year 5,039 acres were under contract to the association.

Paint Company Plans Enlarged Manufacturing Facilities

The R. F. Johnston Paint Company, Cincinnati, is preparing plans for the erection of a plant in the eastern part of the city for the exclusive manufacture of lacquers. It will be a one-story brick building, 180 by 80 feet, and will be built on East Front Street. The project will involve an investment of approximately $100,000, including machinery.

Varnish Company Erect Addition to Plant

The Cincinnati Varnish Company, Cincinnati, Ohio, has awarded contracts for an addition to its plant to be 25 by 100 feet, for the manufacture of industrial paints and for warehouse purposes. The structure will be a combination brick and concrete affair and will involve an investment of $25,000.

Turner, Farber, Love Co. Increase Facilities

The Turner, Farber, Love Company, of Memphis, Tenn., and Leland, Miss., manufacturers of hardwood lumber, staves and other forest products, are now building a large saw and stave mill and body factory at Friar Point, Miss.

Purchase Heading Mill and Barrel Factory

Illinois Cooperage Co., of Chicago, has taken over the Aitkin barrel and heading mill, Aitkin, Minn., which was established 15 years ago by W. L. Morris. Operation of the plant will be continued.

Use of Fiber Containers Increases Freight Claims

The 1924 report of the freight container bureau of the American Railway Association, the result of extensive surveys, showed that although only 30.8 per cent. of the containers in transit are of paper or fiber, they accounted for 46.8 per cent. of all the containers re-coopered, as compared with 25.3 per cent. of wooden containers in transit, 22.3 per cent. of which required re-coopering. Thus while 5 per cent. more paper and fiber than wooden ones were used, the former accounted for more than twice as many damaged containers.

"In view of these figures," comments the *American Lumberman*, "it is interesting to speculate on the reasons why, in 1925, despite the excellent results obtained through the efforts of the freight claim division of the American Railway Association and the individual railroads in reducing the total claims paid for loss and damage over previous years, the claims paid for damage through container failure are still greatly in excess of the amount paid for these claims in 1922. In fact, railroad claims paid in 1925 for unlocated and concealed damage show an increase of 8.8 per cent. over 1922."

Unlocated damage, as defined by the freight loss prevention committee, is damage upon which claims are paid for freight loaded in good condition and unloaded in a damaged condition, due principally to container failure. Damage caused by the so-called rough handling of cars is also included because, according to Edward J. Dahill, chief engineer of the freight container bureau, much of the loss and damage charged to this cause are unjustified and should be charged against faulty packing and containers. Concealed damage represents such damage as is discovered in any apparently undamaged container, and is usually due to a lack of rigidity in the container itself or to faulty interior packing, according to the railway authorities. A comparison of these damage claims paid for the years 1922 and 1925 is given herewith:

	1922	1925	Per Cent. increase over 1922
Unlocated damage ...	$6,928,645	$6,969,120	0.6
Damage due to rough handling of cars	8,246,660	9,079,731	10.2
Concealed damage ...	1,510,351	2,110,787	37.2
Total ...	$16,685,351	$18,159,638	8.8

Compared with the increase of 8.8 per cent. in the damage claims mentioned above paid in 1925 over 1922, is the great reduction in claims paid for most other causes. In 1925 these other damage claims paid amounted to $20,792,206, as compared with $31,399,399 in 1922, a reduction of 33.8 per cent.

Cooperage Plant Destroyed by Fire

The cooperage plant of the Carling Export Brewing and Malting Company, London, Ontario, was recently destroyed by fire entailing a loss of $40,000, divided between cooperage stock, motors and equipment.

New Bankruptcy Law Now Effective

The new federal bankruptcy law, passed during the last session of Congress, became effective August 27th. This law, it is expected, will contribute materially to check fraudulent practices in commercial life.

One of the outstanding flaws in the old law was that prosecutions in bankruptcy cases were barred after one year from commission of the crime. The new law extends this limitation from one to three years.

Other changes relate chiefly to increased penalties. Under the old law a penalty was provided for a bankrupt who, during his bankruptcy or after discharge, concealed property from a trustee. To convict under the old law it was necessary that the concealment be by the bankrupt himself or an aider and abettor, and that the concealment occur after the trustee was appointed and qualified. Under the new law this provision applies to any person making a concealment either from the receiver, the United States marshal or other officers of the court. It also covers concealment of a person who conceals from a creditor in composition.

Penalty also is provided for a person who conceals, destroys or mutilates any book, document or record, whether done after the filing of the petition or in contemplating bankruptcy. The new law makes it the duty of the referee, receiver or trustee who has grounds for believing an offense has been committed to report to a United States attorney for him to investigate and take appropriate action.

It now becomes a criminal offense for a trustee, custodian or other official of the court, to appropriate to his own use, embezzle or spend the property of a bankrupt. The general penalty for most violations of the law is increased from two to five years' imprisonment. The penalty under the new law is imprisonment only, without the alternative of paying a fine.

Department of Agriculture Seeking Blight-Resisting Chestnut

The widespread destruction of chestnut in the United States by the chestnut blight has stimulated efforts to find blight-resistant species, both native and foreign, for partially replacing the rapidly disappearing stands of chestnut timber.

The numerous commercial uses to which the native chestnut is put, says the United States Department of Agriculture, makes it very difficult to find a tree that will adequately take its place. Great interest has developed in substitutes for our native chestnut that may prove blight-resistant and be utilized in breeding work, looking to the supplying of timber, tannin and food.

Representatives of the department have searched for blight-resistant species of chestnut in China, Japan, Siam, India and other foreign countries. Department circular 383-C, "The Search in Foreign Countries of Blight-Resistant Chestnuts and Related Tree Crops," has been issued by the department to make available data bearing on the species of chestnut or related trees already introduced or that may be introduced with a view to clearing up any misunderstanding as to the real merits of previous introductions.

The bulletin gives considerable information concerning foreign species of chestnuts and related trees and calls attention to possible breeding experiments with introduced species. A copy of the new publication may be obtained free, as long as the supply lasts, by writing to the United States Department of Agriculture, Washington, D. C.

Trade Association Membership a Major Part of Success

By AUSTIN T. ROGERS
New York Commercial

ANY business man who neglects to join the association representing his division of his industry misses a major part of all that makes for success. What is this thing we call success, after all? Is it the mere acquisition of financial wealth?

Everything and everyone in this life dovetails in with everything and everyone else. One man may constitute a business, two men make a firm, three or more may become a corporation, and two or more businesses, firms or corporations constitute the nucleus of a trade association.

The successful man or business is the one that renders the greatest service; after that the money just rolls in as a matter of course. Financial income is the measure by which we may judge the value of the service rendered by any individual or organization. "Art for art's sake" is merely the mask with which the failure hopes to camouflage the fact that he is unable to produce wares consistent with the standards demanded by those to whom he seeks to sell.

The greater one's knowledge about the work to be done, the more successfully that work can be performed. Two men studying a problem sanely together can arrive at much more comprehensive and lucid knowledge than either alone. Many men, as a trade association, studying all the problems of their industry, can in time learn practically all there is to be learned, but none of them alone could hope to learn anything outside their own limited scopes.

When two or more trade associations co-operate for the interchange of knowledge and comparison of ideas, the result is obvious.

Canadian Foreign Trade Growing

The following extracts from an address by W. McL. Clarke, Director of the Commercial Intelligence Service, Department of Trade and Commerce, Ottawa, Ont., before the Canadian Manufacturers' Association recently, are very interesting, as they outline the rapid growth of Canada's foreign trade:

"Great Britain this past year became our foremost customer, thereby superseding the United States as the best buyer of our produce and of our wares. It is also significant to observe that slightly over 45 per cent. of our total exportation this last year went to the British Empire, which is a distinctive gain in Empire trade. Increases are to be noted in the past year in our exports, not only to British South Africa, up over three per cent., but to New Zealand, up 10 per cent., British West Indies, up 22 per cent., the United Kingdom, up 28 per cent., Australia, up 28 per cent., and the British East Indies, up 88 per cent. Our export trade with Newfoundland fell off eight per cent. This retrogression in our trade with a sister dominion so near at hand is to be lamented and our losses here should be recouped. It is clear, however, that the trade winds are blowing imperially . . . Canada by venturing out into the world's markets, is strengthening the other, or purely foreign string of its export bow . . . . As new opportunities have projected themselves into the export offing, the Canadian exporter has seized these opportunities, and hence you gentlemen, who make up the Canadian Manufacturers' Association, and other Canadian exporters, have been aggressive enough to venture out into new fields of exploitation, supplying the demand which emanates therefrom. And once having put our hand to the plow on foreign fields we are not likely to turn back, but go to the full length of the furrow. It is to be anticipated, therefore, that there will be a gradual amplification of our foreign non-British trade.

"Without elaborating in detail may I point out in connection with this Canadian trade with foreign countries that our exports for the 12 months ending March show over those of last year a marked increase—with Mexico, three per cent.; with the United States, 13 per cent.; with Cuba, 20 per cent.; with Argentina, 22 per cent.; with Germany, 23 per cent.; with France, 36 per cent.; with Belgium, 37 per cent.; with Brazil, 41 per cent.; with Japan, 57 per cent.; with Switzerland, 76 per cent.; with Holland, 86 per cent.; with China, 213 per cent.; with Norway, 235 per cent.; with Spain, 267 per cent.; and with miscellaneous foreign countries, 46 per cent. There have been slight losses in our export trade among the major markets, Greece, Italy and Sweden."

Canada's total foreign trade for the 12 months ending May 31, 1926, reached the sum of $2,270,620,978. The imports were $946,257,055, while the exports were $1,324,363,923, resulting in a favorable trade balance of $378,106,868.

The Western Cooperage Company, Portland, Ore., recently suffered a fire loss.

W. E. Chess

It was with a deep feeling of regret that we received news from London, England, July 31st, of the death there of William Edward Chess, 84 years of age, founder of the Chess & Wymond Co., Louisville, Ky.

Mr. Chess withdrew from participation in the company's activities about ten years ago, and four years later moved to London, spending his summers in Canada, and occasionally coming to Louisville, or having officials from Louisville meet him in Canada, as he continued as a large stockholder in the concern.

J. M. Myers

J. M. Myers, president of the Myers Stave and Manufacturing Co., passed away recently at Piggott, Ark.

Mr. Myers was one of the prominent stave operators of Arkansas, and was well known throughout the entire cooperage trade.

THE JOURNAL extends its sincere sympathy to Mr. Myers' immediate family and the Myers Stave and Manufacturing Co. in the loss which has come to them.

Acquire Stave Plant

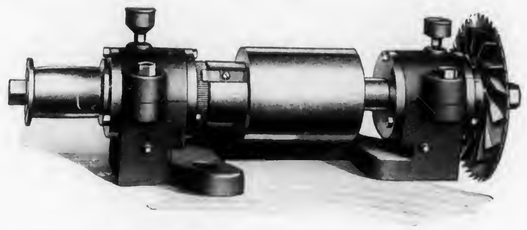
The stave factory of the Parkinston Stave Co. has been sold to the Wrape Stave Company, of Little Rock. The new owners will resume operation of the plant immediately.

Ball-Bearing Arbor Box and Arbor for Oram's Heading Rounder

The John S. Oram Co., Cleveland, Ohio, have placed on the market a new ball-bearing arbor box and arbor for use on their heading rounder machine. Writing of this new device, the manufacturers have the following to say: "We can furnish the new ball-bearing arbor box and arbor on orders for new heading rounders in place of the regular babbitted boxes, or to replace the boxes and arbors with which old machines are equipped.

"Our new ball-bearing box and arbor has a distinct advantage over the old type and effects quite a saving as rebabbitting is unnecessary."

Further information will be furnished by The John S. Oram Company on request.



Oram ball-bearing arbor box and arbor.

Martinique Places Duty on Empty Casks and Staves

Empty casks, fitted or not, with wooden or metal hoops (other than casks not watertight for shipping sugar) have been removed from the list of exceptions to the French import tariff, according to a recent decree published in the French Journal Officiel.

This change means that the duty on empty casks imported into Martinique from the United States is increased from three francs per 100 kilos to 46.80 francs per 100 kilos for those having a capacity of 500 liters or more, and to 17.55 francs per 100 kilos for those having a capacity of less than 500 liters. Finished staves are subject to the same treatment as empty casks. Casks for shipping sugar already enter Martinique free of import duty.

The OZARK COMPANY
MEMPHIS, TENNESSEE

IS AGAIN MANUFACTURING SLACK BARREL HEADING AT THEIR FAMOUS TRUMAN MILL AND WILL APPRECIATE INQUIRIES.

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THE NATIONAL COOPERS' JOURNAL, Philadelphia

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One 100-inch Coe style "A" knife grinder.
Selection
Around 1,400 machines in stock.
WAYNE MACHINERY COMPANY
Fort Wayne, Indiana

FOR SALE—We have the following surplus cooperage machinery to offer. Machines are in good working condition.
1 Holmes No. 79½ slack stave jointer—double wheel, wheels 42" diameter, with 14" x 5¾" T. & L. pulley drive, $200.
1 Holmes 5' wheel heading jointer, $160.
1 Holmes wood hoop nailing form, $15.
1 Gerlach drum saw—16" diameter x 30" saw—with carriage and detached saw sharpener, $125.
1 Gerlach drum saw—26" diameter saw—with carriage, $275.
1 Gerlach stave equalizer saw—30" to 36" capacity swinging frame—hand feed, $42.50.
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1 Holmes No. 95 double-end slack barrel hoop-driving and trussing machine.
1 Clough & Witt upright chamfering and crozing machine.
1 Holmes No. 38 horizontal double-end chamfering and crozing machine.
1 Greenwood heading turner.
1 7½ h. p. motor.
1 5 h. p. motor.
This machinery is suitable for the manufacture of barrels with heads from 12" to 24" and staves 18" to 34". Address "NEWBROOK," care "The National Coopers' Journal," Philadelphia, Pa.

We are in position to sell your product in the eastern market on commission basis.
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FOR SALE—Two cars No. 2 gum staves, K. D. J. & B., 36" x ¾". Address N. W. CALCUTT CO., Dyersburg, Tenn.

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100 bundles 2¼" x 10 gauge, galvanized.
235 bundles 2" x 11 gauge, black.
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WANTED—An outlet for molasses barrels and for single-head tight barrels, suitable for pitch. Make your offer in your first letter. Address HENRY A. THORNDIKE, P. O. Box 43, Newport, R. I.

SECOND-HAND BARRELS WANTED

I AM in the market to purchase a few carloads of second-hand mackerel and herring barrels. Describe what you have and quote price in your first letter. HENRY A. THORNDIKE, Newport, R. I.

TIMBER FOR SALE

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4,400 acres good timber and fair land.
3,000,000 feet of oak, hickory, beech, etc.
60,000 cross ties, three miles from N. C. & St. L. Ry.
15 miles from Nashville, Tenn., on good road.
Price, $10 per acre, long time with security.
FOURTH AND FIRST NATIONAL BANK, Nashville, Tenn.

PLANTS FOR SALE

FOR SALE—Tight barrel factory, brick, four stories; good will; complete tight barrel machinery equipment; situated middle of large city in Canada; will sell machinery separate. Address "FACTORY," care "The National Coopers' Journal," Philadelphia, Pa.

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WANTED—Good used Holmes No. 97½ wood hoop stapler. Address A. B. HOUTZ, P. O. Box 225, Elizabeth City, N. C.

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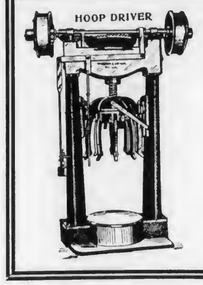

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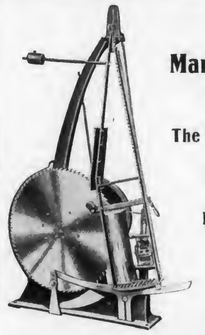

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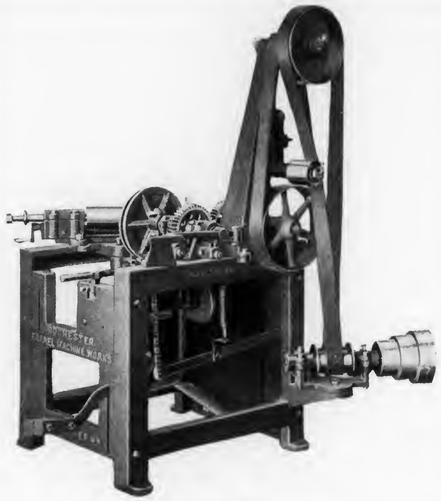

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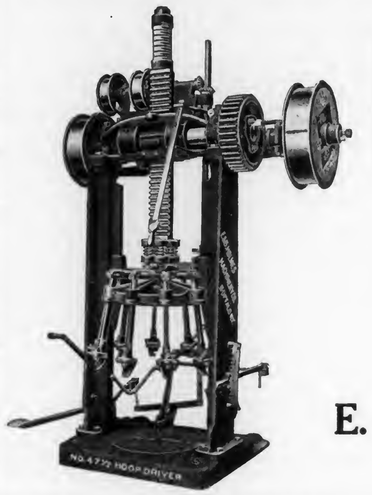

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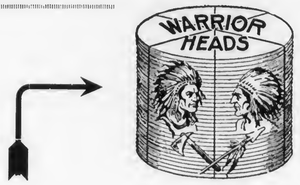

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The Associated Cooperage Industries of America

NEW SHERMAN HOTEL, NOVEMBER 8-9-10

President Kahn's Call to the Trade

There are many reasons why the semi-annual convention of The Associated Cooperage Industries of America should be attended by every member and I am listing Eleven Outstanding Reasons why this convention and the Association should be supported.

1st. BECAUSE—Chicago's hospitality is warm and sincere and the entertainment will be better than ever.

2nd. BECAUSE—The Speakers' Committee promises a number of splendid addresses by speakers of prominence.

3rd. BECAUSE—It is one way any of us have of "Keeping up with the Parade."

4th. BECAUSE—The Group Meetings will discuss subjects of definite importance to each of the Industry's branches.

5th. BECAUSE—It pays actual cash returns in Knowledge of what is best for the individual manufacturer and the industry.

6th. BECAUSE—The competition between members is not so important as the competition the industry as a whole is meeting with substitute containers.

7th. BECAUSE—Our statistical service is rapidly growing in responses, accuracy and value. How can it be improved?

8th. BECAUSE—Freight rate adjustments important to the industry will be discussed by your freight department.

9th. BECAUSE—Each one of us is dependent on the other and with united effort properly directed we can accomplish definite results.

10th. BECAUSE—The Association is your Association and has proved its value. It can and it should take its position in industry, and every member of the industry should be a member of his trade Association.

11th. BECAUSE—IT PAYS.

There is **No Reason** why the coming semi-annual should not be the best convention the Association has ever had both in attendance, interest and value to the Industry.

Don't put off your decision to attend the Convention. Write or wire Association Headquarters, St. Louis, Mo., now, to make reservations for you or write direct to the New Sherman Hotel, Chicago.

Yours for the wooden barrel,

E. J. KAHN, President.

The National Coopers' Journal

FORTY-SECOND YEAR | Philadelphia, October, 1926 | $2.00 PER YEAR VOL. XLII, No. 6

Bright Outlook for New Orleans Cooperage Trade

Produce Barrel Coopers Preparing for Coming Season—No. 2 and Mill Run Slack Stock Quotations are in Order — Heavier Production Anticipated in All Wooden Barrel Consuming Industries

The produce barrel business is now at low ebb, for although some of the shops are filling fair sized orders for potato barrels, the amount of green vegetables shipped is small, and cannot be expected to be much larger for at least two months to come. The amount of work done in this line is so limited many of the coopers have allowed their supplies of stock to run down almost to the vanishing point, but are now beginning to figure on materials for the coming season. Coopers here have learned to look out for the future, all of them have plenty of storage room, and most of them have the capital, so anyone having No. 2 or mill run slack stock to offer for immediate delivery, or delivery within the next four months, would do well to send in their quotations, for although the output of these barrels is now small, the market for stock is good.

Future Outlook in Sugar Industry More Optimistic for Coopers

Part of the decline in the use of sugar barrels during the last few years has been due to a decline in the production of sugar. Sugar planters concluded that the shortage of their crops was due to their use of inferior and worn out varieties of seed cane, and they have been gradually turning to new and improved varieties of cane, and their movement in this direction is now being accelerated by the Federal banks. Cane in this State is raised monthly on borrowed money, and the Federal banks will not now advance money to any sugar planters except those growing the improved varieties of cane. This action is rather drastic, but it is certain to lead to an increased production throughout the "Sugar Bowl," and this will be welcomed by the coopers.

Syrup and Molasses Taking Front Place in Plantation Activities

The veteran sugar men of this State seem to be turning more and more to the production of syrup and molasses, with an increasing demand for tight barrels for these products. Formerly syrups were only by-products of the sugar industry, but now in some places they are the main issue, and the coopers who lost out on the sugar barrel trade are more than making up their losses by the sale of syrup barrels, which are now in demand pretty much the year round.

One of the largest mills to change the character of its output is that at Southdown Plantation, at Houma. This big establishment once used an enormous quantity of sugar barrels, and operated a high class machine cooper shop to supply its requirements. During the coming season, however, this plant will produce syrups exclusively, and it is to be hoped that they will eventually use as many tight barrels, proportionately, as they once did of slack barrels.

Cottonseed Oil Mills Running Full Time Much Cooperage Will Be Needed

After the crushing of one season's crop of cottonseed is completed the cotton oil mills generally close down for a time to make repairs and get ready for the next season's work, causing an extreme dullness of a few weeks' duration in the cotton oil barrel trade. That dull season is now past, vast quantities of seeds are coming in from the gins, the oil mills are running full time, and, in spite of the great number of tin cans used, are calling for as many cooperage packages as they ever did. In addition to the new barrels, buckets, tubs and kegs they use, they make their emptied packages returnable, and buy all the used wooden packages they can find, the only trouble being that they cannot find enough of them to supply their needs.

Fruit Syrups Packed in Tight Barrels

The strawberries that during the picking season were sugared down in tight barrels, are now being transformed into syrups and extracts and put into bright, new tight barrels for the makers of soft drinks.

Scarcity of Used Barrels for Tar and Pitch

Orders for tight barrels for pitch and tar and various kinds of tarry looking roof paints are small but numerous. Shippers of these products can use second hand barrels to good advantage, but as the supply of used cooperage is never equal to the demand they are often forced to use new barrels, and are much aggrieved at having to pay the full price for new barrels. The only remedy for this shortage of used packages is to use more new barrels and throw them on the market when emptied. Get the public to understand that a used barrel, unlike a used box, is not a total loss, but is a merchantable commodity.

Soap Barrel Trade Increasing

There is now quite a respectable trade here in soap barrels; that is, for soap stocks from which bar soap is made. There has always been some demand for soap barrels, but recently this demand has increased until it atones for the losses sustained in some other branches of the trade.

Pickle Factories Calling for Cooperage

At some of the shipping stations of the big pickle companies they are now taking the early pickles from the brining tanks and packing them in barrels for shipment, giving very good work to an occasional cooper. There are no kraut barrels used in this section, kraut not being packed to any extent in this climate.

Hurricane Delays Fish and Oyster Demand

There has been a good demand for barrels for fish and other sea foods, and September brought with it some call for oyster barrels, but the recent hurricane along the coast brought that business to a complete standstill, and it will be some weeks before shipments are resumed.

New Corporation a Possible User of Barrels

The McFarren Fruit Products Corporation, of Seattle, Wash., is now established in business here, and is likely to move its main offices to this city.

The head of this concern, Mr. C. C. McFarren, who is well known as an inventor, metallurgist and chemical engineer, has been here for some time supervising the construction by W. F. Taylor & Sons, a local machinery and pump supply house, of the first unit of a series of dehydrating plants. This first unit, a big drying machine, with a daily capacity of ten tons of pineapples, has been in successful operation here, and is to be dismantled and shipped to Honduras, where it will be reerected and used in dehydrating fruits for this market, and it will be followed by several other units of like capacity. It is understood that Taylor & Sons have the contract for constructing these additional machines.

An enterprise of this character and size should be a large consumer of barrels, and the cooperage trade should be interested in its success, and should endeavor to keep the merits of the barrel before Mr. McFarren.

Stave Plant Damaged by Fire

The stave plant of the Mays Mfg. Co., Leslie, Ark., was recently damaged by fire to the extent of $2,500.

Louisville Cooperage Trade Having Big Year

Large Volume of Orders from Cottonseed Oil Crushers and Refiners Anticipated—Cider, Vinegar and Condiment Prospects Bright.

The cooperage industry in this section is having a big year. Demand for packages has been heavy for the past several months, prices are good, and movement very steady. The sale of kegs and small packages through the hardware and other distributing trades to consumers is large, due to the increased production of cider, wine, etc., and home beverages. There is also a good volume of business coming from food products houses, syrup packers, paint, oil, chemical and associated lines, and splendid prospects for a very satisfactory cottonseed oil trade.

Cottonseed Crushers Preparing for Busy Season

Considering the fact that the 1926 cotton yield is estimated at 15,100,000 bales in Government reports and up to 15,300,000 bales or better in private reports, it is shown that there is going to be a great deal of seed to crush. The cottonseed oil refiners at Memphis, and refiners and crushers, etc., at various other points, have been buying new pumps and equipment, and getting their plants in shape for a big season's business.

Cider, Vinegar and Condiment Houses Get Going

From present indications there will be good demand for cooperage for some weeks to come. Heavy rains resulted in big crops of cucumbers, tomatoes, etc., following a period when it looked as if these crops would be virtual failures. Condiment packers are busy, and with a big apple crop there will be a considerable cider and vinegar consumption of packages.

Upward Trend in Cooperage Market

With business good and cooperage stock a trifle scarce and firmer, there is an upward trend in the market. No attempt is being made to advance prices here, but sellers are coming closer to getting their asking quotations, and some business has been turned down.

Stave and Heading Prices Continue Firm

The stave and heading market is considerably firmer than it has been. Production has been poor. For a time the South was flooded with steady rainfall, and then labor became scarce due to the demand for hands in handling the cotton crop. Wet weather has resulted in cooperage stock being abnormally wet for mid-summer. Stock is coming to barrel plants containing 14 to 22 per cent. moisture, which shows that air drying isn't very successful. One local plant reported eleven kilns running continuously with 100,000 pieces of material to the kiln, as all stock is damp.

There is hardly a stable market on cooperage stock, as it is a question of how badly the buyer wants material, and how many inquiries the producer is getting. Jointed wine staves have been sold at $2.35 per set at Louisville. Red oak jointed staves (per set) are worth around $1.15 Louisville; jointed gums, $1 to $1.05; red oak oil staves, $60 to $62.50; white oak, $70; circled white oak heading, 45 cents a set; red oak, 44 cents; gum heading 39 to 40 cents.

Gum barrels were shipped from here at $2.70 per package within the past few days. About the lowest quotations heard on standard 50 gallon, 6 hoop red oak barrels, is around $2.85, and others are asking $3. Quotations for tight barrels and kegs as of September 20th were as follows:

	Red Oak	White Oak	Spirit	Charred Spirit
1 gallon	$0.55	$0.60	$0.85	$1.00
2 gallon	.65	.70	1.00	1.15
3 gallon	.80	.85	1.20	1.35
5 gallon	1.05	1.10	1.90	2.15
10 gallon	1.50	1.60	2.25	2.50
15 gallon	1.60	1.75	2.45	2.70
20 gallon	1.80	1.95	2.75	3.00
25 gallon	2.20	2.35	3.20	3.45
30 gallon	2.35	2.45	3.45	3.70
50 6 hp.	3.00	3.15	...	...
50 8 hp.	3.15	3.25	5.00	5.50

The above prices are on a carlot basis. Less than carlots are 10 cents per package higher; and in lots of 25, or less, the price is 25 cents higher than carlot quotations.

In slack cooperage demand is fair for the season and improving a trifle. Flour barrels are 85 cents; one head produce, 50 to 55 cents; two head, 65 cents; sugar sized produce, 75 to 80 cents.

Local Plants Sold Ahead

Some cooperage houses here are well sold up to around November 1, it is said, as consumers have gauged their needs, and placed large orders covering season requirements.

Notes of the Trade

The Chess & Wymond Co. reported that it was running around 1,800 barrels, and about 2,200 kegs daily. The Louisville Cooperage Co. reported capacity operations.

Eugene Graham, of the Graham Stave & Heading Co., Jackson, Miss., was a recent visitor to Louisville. The company has met with a ready demand for its product this year.

Frank B. Russell, for many years identified with the stave and heading business of Kentucky and the South, arrived in New York about the middle of September, after a summer spent in Europe with his wife and daughter.

The Louisville Petroleum Refining Co., Louisville, has completed a big addition to its plant here, adding a skimmer plant to its Dubb's process plant

Chess & Wymond's Splendid Wooden Barrel Publicity

The Chess & Wymond Co., cooperage manufacturers of Louisville, Ky., had a very attractive and effective wooden barrel advertisement in the rotogravure section of the *Louisville Herald Post's* State Fair Edition, Sunday, September 12th.

The advertisement appeared inside a large reproduction of an oak barrel. Across the top were pictured the founders of the company, the late William E. Chess, and the late William S. Wymond, as well as photographs of former presidents, the late Louis H. Wymond and William A. Watts, who recently resigned, together with present chief executive, William I. Wymond.

Throughout the balance of the advertisement are views of the various cooperage, lumber and woods operations of the Chess & Wymond Company, including a panorama view of its Holly Ridge plant in Louisiana.

The reading text of the advertisement gives a short history of the company and the products it manufactures, ending with the statement, "Fifty years of good cooperage."

The advertisement is splendid publicity not only for the Chess & Wymond Company, but also for the wooden barrel and the officers and personnel of the company are deserving of congratulations on their progressiveness.

The Wooden Barrel Enters Politics

To emphasize his attitude as a "wet," Elmer C. Roberts, of Campton, Ky., Independent candidate for United States Senator in the November election, has adopted as the emblem of his candidacy, a beer barrel, with the word "beer" in capital letters on the barrel, and this will be placed on the ballot above his name in the coming election.

Mr. Roberts, who is a disabled ex-service man, filed notification of his candidacy as a Republican too late to go under the emblem of that party.

Louisville Cooperage Company Awarded Reparation

The Louisville Cooperage Company, Louisville, Ky., has been awarded by the Interstate Commerce Commission reparation in the amount of $1,852.32, plus interest at the rate of 6 per cent. per annum from August 15, 1921, against the Louisville & Nashville and the Missouri Pacific railroads.

Varnish Company Erecting New Plant

The Schaefer Co., to manufacture varnishes and enamels, is installing a new plant on Kentucky Street, near 14th, Louisville. The company will manufacture and ship in bulk for industrial use. It is headed by Harry Schaefer, formerly vice-president and sales manager of the Sun Varnish Co.

Export Flour Activity Benefits Wooden Barrel

Prospects for a Continued Run of Business Are Excellent Advertising Would Help Wooden Barrel to Regain Domestic Flour Trade

The flour barrel demand has been on a more active basis this month and coopers pronounce the volume of orders fairly satisfactory. They are not sure how long the improvement is going to last, but with the colder weather coming on they anticipate a pretty fair run of business. A good percentage of the barrels wanted are for export trade and this line appears to be looking up at present.

Great Lakes Shipments of Flour

A statistical report issued by a firm of consulting engineers regarding flour shipments over the lakes says:

"The total average movement of flour on the Great Lakes during the years 1918 to 1922 inclusive was 9,400,000 barrels (practically 940,000 tons). Of this total movement United States flour averaged 6,800,000 barrels and was shipped mainly from Duluth-Superior, with small shipments from Milwaukee and Chicago, the destination being principally Buffalo, with small deliveries at other Lake Erie ports. The Canadian lake movement of flour, averaging 2,600,000 barrels, consisted of shipments from Fort William and Port Arthur, destined to Georgian Bay ports and to Point Edward (Sarnia) at the outlet of Lake Huron. The total figure of 9,400,000 is exclusive of flour moved by car ferry."

Advertising Would Change The Situation

The flour barrel has pretty well gone out of the trade of the Great Lakes. It is stated that since the World War less than 5 per cent. of the flour produced in Minneapolis and Duluth has been shipped down the lakes in barrels. Other packages used include cloth or paper sacks or bags. These have their disadvantages, as great care must be exercised in handling and storage for the reason that flour absorbs odors very quickly from other freights, especially gasoline and kerosene, and heat and dampness must also be guarded against. Flour shipped on the Great Lakes is carried exclusively in package-freight vessels and usually in less than cargo lots.

Additional Flour Mills for Buffalo

Buffalo is likely to pass Minneapolis in volume of flour production before long, owing to the fact that large plants are to be built here by the Hecker-Jones-Jewell Milling Co., a branch of the Standard Milling Co., and by the Minneapolis Milling Co., who have in the past month declared their intention to build here.

Keen Rivalry Between Buffalo and Minneapolis as Milling Center

The point may not be clear to many persons just why it is that Buffalo has been making great headway as a milling center at the expense of Minneapolis, which has a favorable location near the great wheat fields. The above mentioned engineering report answers the question by saying:

"Today flour can be milled in Buffalo and marketed in New York City at a saving of at least 30 cents per barrel over the cost of milling in Minneapolis and marketing in New York City. This is due partly to the fact that with the increase in size and cargo capacity of the bulk freight steamers transporting grain, the cost of grain transportation on the Great Lakes has been maintained substantially at pre-war figures, while rail rates on flour from Minneapolis to Eastern seaboard have risen sharply. Furthermore the demand for mill feed in Eastern territory is greatly in excess of the production of local mills, resulting in a ready market for this by-product at good prices."

So prospects for the coopers seem to be more encouraging than for a number of years past.

Slight Advance in Slack Stock Prices

Prices on slack cooperage stock show little change for the past month, except for increased prices on hoops. Coopers say they have not been getting many quotations from the mills in the past few weeks. Quotations as of September 20th are as follows:

5′ 6″ hoops	$18.00 to $18.25
6′ hoops	18.50 to 18.75
6′ 9″ hoops	19.00 to 19.25
No. 1, 28½″ gum mixed staves	16.50 to 17.00
No. 1, 30″ gum mixed staves	17.25 to 17.50
Mill-run, 28½″ cottonwood	13.50 to 13.75
Mill-run, 28½″ gum mixed	13.75 to 14.00
No. 1, 17⅛″ basswood heading	14½c to 15c
Mill-run, 17⅛″ h'dw'd heading	10¾c to 11¼c
Mill-run, 17⅛″ pine heading	9¼ to 9½c

Apple Barrel Buyers Still Holding Off

The apple barrel trade has not been so good lately as coopers had hoped for. The trouble is said to be that apples are not bringing a price that offers much encouragement to growers to barrel their fruit. An instance is cited from Wolcott, N. Y., where Dempster D. Sharp, an apple grower who had 3,000 bushels of Grade A fruit in his orchards, stated recently that he would prefer to let his fruit rot than to sell it at $1.25 per 100 lbs. for Grade A fruit.

The $1.25 price offered by dealers, Mr. Sharp said, does not compensate the growers, who have scientifically sprayed their fruit five times this season, and who have to pay high prices for labor. The dried-apple buyers are offering 30 cents per hundred.

"Before the War" Rush in Apple Barrel Business. Small Advance in Prices—C. M. Van Aken

When I was a young man, often in the conversation of older people reference would be made to the things that happened "before the war," meaning the Civil War. Therefore, as the World War is several years back of us, it is not surprising that we should now use the World War in our minds as a milestone.

As I am writing this report, I am impressed with the fact that the business of this month has been a regular "before the war" business. Before the war, if we had any kind of a fruit crop, we always expected that September would show us more-or-less of a cooperage rush, and even if the crop were short, there would be enough coopers who had acted too conservatively in their early purchasing to make September show a pretty good demand any way. Since the war, so much pressure has been brought to bear upon the buyers early in the season, that unless they are particularly strong minded they would have enough cooperage bought early to cover an ordinary crop and with many of them it would be enough to cover a pretty good size crop, so a September rush is not now as probable.

Early buying this year was the same as other recent years, but the fruit crop is turning out well both as regards quantity and quality. Therefore, many of the barrel makers who supposed they had material on hand or purchased sufficient to cover their requirements have found, during the past month, that an additional car of either staves, heading or hoops would be needed and it is these additional cars scattered around among a number of buyers that, in the aggregate, makes quite a rush. During a rush of this kind everybody feels happy. It is a great deal more pleasant to spend time and money getting cars rolling than it is to spend time and money trying to induce somebody to buy something which they think is not needed. Then, too, when the farmers want barrels that they think are scarce, they are quite apt to smile and say please.

With this extra demand there has been a comparatively small advance in prices, not an unreasonable advance and it has been accepted by the buyers with good grace.

During the month the entire slack cooperage business of this section has been satisfactory and the business booked for the coming month indicates that October business will be about as good as that of September.

Evaporated Apple Season Looks Favorable—Large Crop a Factor

The evaporated apple season in Western New York gradually is taking shape. Whether the output will be large or small is conjectural. In checking up conditions, some of which already are definite and others uncertain, the sizable apple crop in this district should not be overlooked.

THE NATIONAL COOPERS' JOURNAL
DEVOTED TO THE COOPERAGE INDUSTRY

ESTABLISHED 1885

ASSOCIATED COOPERAGE INDUSTRIES

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M. E. DOANE
EDITOR

J. A. MURPHY
BUSINESS MANAGER

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ADVERTISING RATES

will be furnished on application. Copy for advertisements should reach us not later than the 15th of the month to insure insertion in the following issue. Changes in advertisements should reach us not later than the 20th of each month.

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The columns of THE NATIONAL COOPERS' JOURNAL are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

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(Signed) M. E. DOANE, Manager.

Sworn to and subscribed before me this 17th day of September, 1926.

(Seal) JAY R. GRIER, Notary Public.

(My commission expires January 1, 1927.)

Sales and Distribution Should Be Leading Subject at Coming Semi-Annual Meeting in Chicago

THE officers of The Associated Cooperage Industries of America are to be congratulated on the splendid judgment shown in the preparation of the program for the coming Eleventh Semi-Annual Convention to be held at the Sherman Hotel in Chicago, November 8th, 9th and 10th.

The choice of subjects for discussion clearly evidences the fact that the Association is wide awake to the needs of the cooperage trade, and with the full participation of the members in the discussion of research and advertising especially, the aims of the Association will be much further along the road to full realization.

But there is one additional subject THE JOURNAL would like to see on the program for the coming convention, and that is a thorough discussion of sales, sales policy, and sales organization.

Never before in the history of American business has so much emphasis been placed on the importance of Sales and Distribution as a component part of successful business operation than at the present time. Manufacturing processes and equipment have been so highly developed, and our actual and potential productivity has become so large that the future will see this country facing a situation of an overwhelming output with its resultant trade disruptions, unless Sales and Distribution organizations are developed to as equally a high degree of perfection as manufacturing. That the possibility of such a condition existing is real and not merely a chimera of the imagination will be readily admitted and understood by all who followed the proceedings of the Distribution Conference held in Washington last May, under the direction of the U. S. Chamber of Commerce. We have arrived at a point where sales must be increased and products distributed to the consumer in such a way as to serve his best interest at the same time that a fair profit is realized by the producer.

It may be true that in the cooperage industry there is no present fear of an overwhelming output, because of the heavy weather during the last spring and winter which made woods operations almost impossible. Yet our industry has had its years in which overproduction has been rampant and price upheavals the order of the day; and, while we have had a period of good business and firm prices during the greater part of this year, with every prospect of a continuance of the favorable conditions well over into next year, are we selling a volume of cooperage or cooperage stock anywhere near our potential plant capacity. THE JOURNAL does not think so, and we are positive that our belief would be confirmed by the opinion of many cooperage and cooperage stock manufacturers throughout the trade.

Therefore, our suggestion is that a special session be held at the coming convention in Chicago at which session Advertising and Selling will be discussed as a joint subject, for in reality what is advertising but selling in print. If time will not permit of such a session during the day, let it be an evening session to which not only manufacturing heads of the various companies would be invited, but the selling forces as well. Let us bring our sales methods right out into the open and put the spotlight on them. Let us get the viewpoint of the men in the field. There are many valuable ideas latent in the minds of those actually on the firing line that wait only for the opportunity to express themselves in order to quickly prove their worth and practicability.

That a quality product is absolutely the first requisite to the success of the cooperage industry THE JOURNAL still holds, and we must sell that quality to the package consuming trades. But in addition to quality we must sell the wooden barrel. We must sell its advantages, its economy, its utility and its superiority as a shipping package. Substitutes for the wooden barrel did not win their way in barrel consuming fields because of any concerted demand on the part of the consumer. They won such trade as they have because of a well thought out, well organized, intensive Advertising and Sales plan. And it is such a plan the cooperage industry needs if the sales of wooden barrels are to be increased and extended.

THE JOURNAL submits its suggestion of a joint Advertising and Sales Session at the coming Eleventh Semi-Annual Convention in Chicago, with the confident belief that if the officers of the Association will give the matter their serious attention and such a session is held, the benefits accruing from a frank and open discussion of this vital subject will be tremendous and limitless in business building possibilities.

Figures Speak Louder Than Words. Present Trade and Business Prosperity is Founded on Facts

OCCASIONALLY mutterings are heard from over and beyond that there is a dent in the armor of prosperity; that things are not what they seem to be, and that if all of us are not mindful of where we step we shall soon find ourselves at the tail end of the bread line, or shuffling our feet outside the entrance to the free soup kitchen.

Naturally, a good many of these mutterings emanate from the political arena, or from those who have personal axes to grind, and to those in whose minds such mutterings have created a doubt, we recommend a reading of the report of the American Railway Association on freight loadings for the past month. During the week of September 18th alone, the cars loaded with revenue freight totaled 1,187,011, the greatest number in the history of the railroads. This number exceeds by 35,665 cars the previous record established for the week ended September 4th, when 1,151,346 cars were loaded. For a period covering less than nine months, from January 1st to September 18th, the number of cars loaded with revenue freight totaled 38,068,649, or a weekly average in excess of 1,000,000 cars. These loadings represent an increase of 1,297,030 cars over the corresponding period last year, and 3,454,960 cars over a corresponding period in 1924.

Miscellaneous freight loading for the week of September 18 totaled 450,571 cars, an increase of 73,431 cars above the week before and 23,518 cars over the same week in 1925. It also was 51,356 cars above the same week in 1924.

Loading of merchandise and less than carload lot freight amounted to 275,794 cars, an increase of 34,622 cars above the week before and 510 cars above the same week in 1925. It also was an increase of 20,042 cars above the corresponding week in 1924.

Forest products were represented in these figures by a total of 72,996 cars for the week of September 18th, which was 579 cars in excess of the previous week, 2,722 cars greater than for the same week in 1925, and 4,950 above the same week in 1924.

All districts reporting showed increases in the total loading for all commodities, not only over the preceding week this year, but also over the corresponding week in 1925, while all except the Central Western district reported increases over the same period in 1924.

Away with the mutterings of the disgruntled and the professional opportunist! They are merely the outburst of those who refuse to face the facts.

THE JOURNAL is firm in its belief that present conditions in business generally, and in the cooperage business in particular, justify a feeling of extreme optimism, and that there are those in other fields who are of the same mind is convincingly shown by the following excerpts from a message broadcasted to the lumber industry by a prominent timber security corporation. As this message is just as applicable to cooperage as it is to lumber, we are substituting the word "cooperage" for "lumber" in order that the stimulating effect of these excerpts may the better reach our trade.

> "Cheer up! Pessimism never laid a golden egg! Optimism brings its own reward!
>
> "The *Cooperage* Industry needs less talk of 'bad business' and more hard work. If the industry advertises its difficulties, its customers will expect to buy at lower prices, and its bankers will begin to curtail credit. * * * *
>
> "We have great confidence in the future. * * * * Let's quit talking about our troubles and do something constructive!"

WANTS IN COOPERAGE LINES

Fitting Brothers, Fairview Borough, Erie County, Pa., is in the market for cider barrels and kegs.

The Southern Cotton Oil Co., C. T. Smith, Manager, P. O. Box 525, Savannah, Ga., is in the market for tight barrel stock.

Vernon D. Price Vinegar Co., Pittsburgh, Pa., advise they are in the market for tight barrels and kegs.

Moore Lime Co., Richmond, Va., are in the market for lime barrels. They use 30,000 barrels a year.

Apple Growers Vinegar Co., Marionville, Mo., will be in the market this season for 5,000 vinegar barrels.

The Fitzpatrick Company, Helena, Ark., paint and varnish manufacturers, are in the market for tight barrels. Quotations should be addressed, attention of Mr. Strickland.

Sterling Pickle Works, 8th and Seneca Sts., St. Joseph, Mo., will require about 1,500 barrels to care for their output. Quotations are in order.

W. R. E. King, 441½ Center St., Cumberland, Md., is in the market for wax paper used for lining barrels for powdered and oily products.

The Southern Mfg. Co., Box 1538, Savannah, Ga., are in the market for a second-hand slack stave mill for sawing pine staves. Mill must be in good condition. Will not need boiler and engine equipment, as they will use electric power.

R. E. Hall, Middleport, N. Y., is in the market for sawn staves 15 inches to 28½ inches long and ⅝ inch and ½ inch thick made of any good firm timber except pine. Also in the market for different size soft-wood heading from 10 inches to 17 inches, ⅝ inch thick, glued or doweled.

Canadian Apple Barrel Business in Full Swing. Market Quotations Stronger—James Innes

The apple barrel business is now in full swing, and as the apples are turning out a splendid grade, the pack in barrels will be very large. There is no large quantity of apple barrel stock at the mills, prices are much firmer, especially on sawed staves and hardwood heading.

The demand from general trades is very brisk and will continue till the close of navigation from Montreal in December. There are more standard staves with hoops and heading to match being used this season than for some time, and if prices of barrels are not increased too much, the consumption will continue heavy.

At least 75 per cent. of the barreled apples this year will be put in barrels made with sawed staves. This will release cut staves for other purposes, where sawn stave barrels are not demanded.

Stocks ready for shipment at the mills are very light, and unless we have a freeze like last fall, all apple barrel stock ready for shipment will be marketed before the end of the season.

Growers Adopt Nation-wide Plan to Advertise the Apple as King of American Fruit

President Stark Seeks Practical Co-operation of Allied Industries—Membership Open to All—Realization of Apple Growers' Aims Bound to Benefit Cooperage Trade

It would be hard to discover two industries between which exists a closer tie of business friendship than the bond that holds together the growers, packers, and shippers of apples and the manufacturers of apple barrels and barrel stock.

Year in and year out and season after season down through the ages the apple has gone forward to its world's markets securely and safely encased in wooden barrels. The value of the cooperage and cooperage stock consumed in apple shipments during that time far exceeds the millions, and as the demand at present has reached such large proportions it has come to be looked upon as one of the mainstays of the wooden barrel trade.

Therefore, we are positive that the entire cooperage trade will be vitally interested in the advertising campaign, which is in course of preparation, to stimulate the demand for apples, and we are sure that apple barrel and barrel stock manufacturers will show a willingness to co-operate with the apple industry in a practical manner to insure the full success of their publicity campaign.

Advertising Campaign Supported by All Apple Growing Sections

The details and organization of the apple publicity drive were completed at a National Apple Conference held under the direction of the American Pomological Society at the Hotel Sherman, Chicago, Ill., September 9th and 10th. At this conference "Apples for Health, Inc." was created. The new organization is incorporated under the laws of Illinois as a non-profit corporation to stimulate the demand for apples by a nation-wide advertising and publicity campaign to maintain the apple as the king of American fruits. Men of known business ability and influence were elected to executive offices and Board of Governors. There is no doubt but that such a campaign will convert the apple crop into profits for all branches of the apple industry.

Officers elected were as follows:

President, Paul Stark, President, American Pomological Society; Treasurer of Stark Bro's Nurseries, Louisiana, Missouri.

First Vice-President, Hon. Harry Byrd, Governor of Virginia; Owner, Winchester, Va., Orchards.

Second Vice-President, N. W. Mogge, Vice-President, Pacific N. W. Box Apple Association, Northwestern Fruit Distributors, Wenatchee, Washington.

Third Vice-President, Frank Simpson, President, International Apple Shippers' Association, President, Simpson Fruit Orchards Co., Flora, Ill.

Fourth Vice-President, Thomas S. Smith, President, Thomas S. Smith Fruit Co., Chicago, Ill.; President, Thomas S. Smith Orchards Co., of Michigan, Illinois, and Kentucky.

Fifth Vice-President, Harry Knights, President of Nashaba Fruit Packing Association, Littleton, Massachusetts; Prop., Overlook Orchards, Mass.

President Stark Asks Support for Apple Growers' Campaign

LOUISIANA, MISSOURI,
September 23, 1926.

EDITOR, THE JOURNAL:

Through personal contact with the members of the Agricultural Editors' Association, of which I am a member, I know that editors of trade publications in other lines are heartily in favor of any effort toward creating better demand and better returns for farmers and fruit growers.

The fruit growers of the entire United States have at last gotten together on an extensive advertising and publicity plan to put the apple where it belongs.

The apple industry deserves the united support not only of the agricultural press but of the trade press and members of all industries allied with the apple growers, and we believe that you will be interested in this sound plan to benefit an important branch of agriculture. The entire apple industry will appreciate your support of this nation-wide movement.

Sincerely,
PAUL STARK, President,
Apples for Health, Inc.

For the first time in the history of the industry all branches were represented at a single conference, and an eager desire was manifested to make the project a success. The size and fine quality of this year's apple crop in practically all growing sections of the United States were emphasized by speakers, and the need for speedy and concerted action of all interests in creating a market for a large crop of apples was stressed. The conference was marked by a spirit of harmony, and all present pledged their unanimous support to the plan of campaign reported by the Ways and Means Committee and adopted by the conference. Already the work of organization is well under way, as it is realized no time can be lost in launching the advertising campaign.

To Raise Preliminary Funds by Voluntary Contributions

The funds needed for the preliminary work, including the establishment of the business office of the new organization, are being raised by voluntary contributions from the larger growers and shippers and from the allied industries. Every industry that sells supplies, barrels, etc., to the growers is directly interested in the prosperity of the fruit grower. Many of these industries have voluntarily contributed generous amounts to this apple publicity campaign. However, much additional funds are necessary to be raised quickly in order to show decided benefits in better apple prices this year. Any money advanced to this fund now by the growers or allied interests will be deducted from their quotas later. The advance of these funds will help toward the quick success of the plan.

Apples Will Pay Their Own Way

The funds for the publicity campaign—which is to advertise apples to the nation are to be raised from the apples themselves. All apple growers are asked to authorize their apple dealers or cold storage men through whom they market their fruit to deduct one-half cent per bushel from the proceeds of their apples and to remit that amount to the treasurer of "Apples for Health, Inc." The growers merely authorize their dealers to deduct the amount when the fruit is sold. One-half cent per bushel is so small a fraction of the amount which this campaign will add to the selling price per bushel of apples that the growers will not feel the slight investment and there should be no difficulty in demonstrating to them the splendid and certain returns.

Membership to "Apples for Health, Inc.," Open to All

All persons who are either directly or indirectly interested in the growing, marketing, distribution or sale of apples or apple products are to be enrolled as members of "Apples for Health, Inc." at a nominal membership fee of $2.00 per year. This does not take the place of other contributions. The $2.00 membership is merely to make all of them individual participants in the work of the organization.

For 20 years the entire apple industry has been urging the necessity for such a campaign, and its sponsors are more than enthusiastic as to the splendid results which will be achieved.

Struthers-Ziegler Cooperage Co.

SLACK BARREL MATERIAL

403 West Baltimore Ave. **DETROIT, MICHIGAN**

REMOVING SINGLE BARREL FROM COLUMN

FUNNEL IN PLACE
OPERATOR PUTTING ON HEAD HOOP

FUNNEL REMOVED
OPERATOR PLACING BILGE HOOP

TELESCOPED BARRELS

Saves Storage Space and Freight Costs.

Skilled Labor NOT REQUIRED for Assembling.

These barrels are heated in our plant and can be made ready for use by one man at the rate of from 40 to 60 barrels per hour.

Any quality of stock you want can be used in these telescoped barrels from No. 3 grade to the finest of tongued and grooved No. 1.

Write us for prices.

Sandusky Cooperage & Lumber Co.

Buder Bldg. St. Louis

GRAHAM

"Service" Is Our Slogan

The care exercised in the selection of timber; our modern mill equipment and efficient workmanship, guarantee the high grade of our

TIGHT STAVES AND HEADING

Mills at
Jackson, Miss. Winnsboro, La.
Port Gibson, Miss. Hammond, La.
Finishing Plants at
Jackson, Miss. Winnsboro, La.

GRAHAM STAVE & HEADING CO.

JACKSON, MISS.

One of Our Specialties—

PINE HEADING

W. T. SMITH LUMBER COMPANY, INC.
MANUFACTURERS OF
YELLOW PINE LUMBER AND TIMBER
CHAPMAN, ALA.

HARDWOOD LUMBER, VENEERS
BOX SHOOKS, CRATES

PINE AND GUM HEADING
STAVES, SHINGLES AND LATH

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Oram
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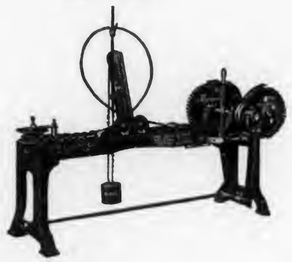
IF IT IS **ORAM'S** IT IS RIGHT

THE BEST MACHINERY FOR MAKING THE BEST CONTAINERS
AND FOR MAKING PROFIT FOR THE USERS

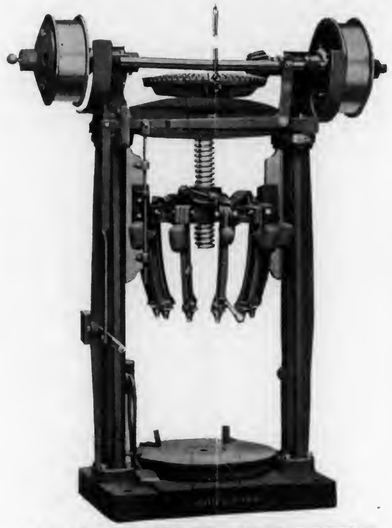
"THE OLD RELIABLE" **WOODEN BARRELS**

NEW "ECONOMY" (PATENTED)
HEADING-UP MACHINE

WINDLASS



BARREL LATHE



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SIMPLE—POWERFUL—DURABLE

Capacity—As fast as operator can handle. 600 to 1,000 packages per day of 10 hours, and all properly driven

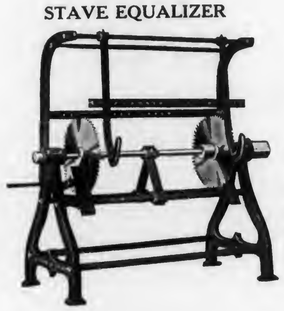
STEEL TRUSS HOOPS
ELECTRIC WELDED—"Made Right"
Outside painted any color, if wanted

HEADING PLANER

STEEL TRUSS HOOPS
ROUND EDGE—Special Carbon Steel
Sizes stamped inside, if wanted

STAVE JOINTER

STAVE EQUALIZER



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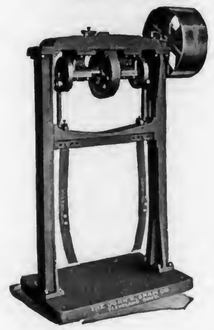
HOOP RIVETING MACHINE

HEADING ROUNDER

NEW "ORAM" RAPID BILGE-HOOP REMOVING MACHINE



FIFTY-FOUR YEARS
of
"Knowing How"

ESTABLISHED 1872
INCORPORATED 1914

THE JOHN S. ORAM CO.

STAVE, HEADING and BARREL MACHINERY

CLEVELAND, OHIO, U. S. A.

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No. 22—New Issue
"Always the Best"

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Manufacturer
Best SOUTHERN PINE HEADING Quality
DECHERD TENNESSEE
BEVEL OR SQUARE EDGE
SIZES 9¼" to 24"

GREIF BROS. COOPERAGE COMPANY
STAVES
HOOPS
HEADING
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Thirty years of Quality production is the foundation upon which our leadership in the trade is based. Our equipment, technical knowledge and experience are placed at your disposal.
BARRELS
CASKS
KEGS
Enormous Factory Capacity
Huge Timber Holdings
Central Warehouse Stocks
Cars Straight, Matched or Mixed
CLEVELAND, OHIO

WYLIE & WILSON, Inc.
Slack Staves,
Heading, Hoops,
Liners, Nails
Our facilities are unequalled for handling all orders. QUALITY stock in any quantity desired, straight, mixed, or matched cars.
TIGHT Kegs and Barrels
All sizes and grades, to meet all requirements
SAGINAW MICHIGAN

MILL SHOALS COOPERAGE CO.
SYNDICATE TRUST BUILDING, ST. LOUIS, MO.
SLACK COOPERAGE STOCK
Staves 18" to 48"
HOOPS—All Lengths
HEADING—All Sizes
They made their way the way they're made

Mention THE NATIONAL COOPERS' JOURNAL when writing to advertisers.

Conditions in Wooden Barrel Consuming Industries Promise Well for Future of Cooperage Trade

Farm, Orchard and Factory Uniting in a Wooden Barrel Demand That May Exceed All Anticipations

Conditions in the various wooden barrel consuming industries are of such glowing aspect, it would seem to appear that nature, with its abundant crops, and manufacture, with its steadily mounting production, are combining their efforts to provide for the cooperage industry a harvest of orders that will keep growing and growing as the months roll on.

Apples show another large gain in production over previous reports; the pear crop is some 6,000,000 bushels in excess of last year, with potatoes and sweet potatoes both showing gains, and while the wooden barrel does not have the predominance in these fields that it has in the apple industry, nevertheless, a sufficient number of barrels and kegs will be used to make it very interesting for the cooperage trade.

The cottonseed oil crushers and refiners are preparing for a heavy season, while from down Louisiana way comes the report that syrup and molasses are displacing sugar as the leaders in plantation activities.

The busy season is now on for cider, vinegar and condiment manufacturers, and with the very abundant apple crop which is being harvested, there will be plenty of cider and vinegar to be barreled.

The Paint-Up and Clean-Up Campaigns and the Save the Surface Campaigns have brought considerable trade to the paint, oil and varnish industry, and the better business conditions in that trade are reflected in the heavier demand for cooperage.

Viewing the situation from every angle, THE JOURNAL cannot see anything but a clear track ahead to greater developments in sales volume for the wooden barrel than ever before experienced, and we recommend a close reading of the following digests, news items, reports and reviews, as they contain much that will be helpful in planning your activities for going after business during the coming months.

Looks for Great Improvement in Cottonseed Oil Industry

PORTSMOUTH, VA.,
September 20, 1926.

EDITOR, THE JOURNAL:

Conditions in the cotton oil industry are good at this writing, and we feel satisfied that the future will see an improvement over present trade.

We manufacture our own cooperage, approximately 175,000 barrels a year from 30 gallon to 60 gallon capacity.

Very truly yours,
PORTSMOUTH COTTON OIL REFINING CORP.,
J. L. Schmich, Supt.,
Cooperage Department.

Paint and Varnish Company Purchase 12,000 Barrels and Kegs Yearly

PHILADELPHIA, PA.,
September 20, 1926.

EDITOR, THE JOURNAL:

We purchase about 12,000 barrels and kegs in a year, including all kinds, also new and second-hand.

We also reclaim in our own cooper shop many barrels which come to us with materials, and which after cleaning and recoopering are suitable for our use.

Respectfully,
SAMUEL H. FRENCH & Co.,
Edward T. Longstreth,
Vice-President.

Large Production of Fish Oil in British Columbia

Assistant Trade Commissioner J. B. Richards at Ottawa reports that the pilchard, a small fish which abounds apparently in limited quantities off the coast of British Columbia during summer and fall months, has been found to be of commercial value and is being exported on a commercial scale.

The pilchard has been considered too oily for human consumption, but the oil may be used in the manufacture of paints, varnishes, soaps, margarines, and medicine.

About $2,000,000 has been invested this summer in equipment, and plants at present in operation are capable of handling 200 tons of pilchards an hour. Since nearly 60 gallons of oil are produced per ton and valued at 35 cents to 40 cents a gallon, and as many of the plants are prepared to operate day and night during the peak of the pilchard run, the extent of the industry may be readily appreciated.

The fish are caught in special seines and fed into a machine which macerates, cooks and manipulates them under tremendous pressure, the oil being released into tanks and the residue, in the form of dry meal, into sacks.

Commercial Apple Crop Now Placed at 42,000,000 Barrels

The report of the Department of Agriculture on commercial apple crop conditions as of September 1st shows a gain during August of 2,500,000 barrels. Some of the largest producing States show a decrease while other States show a substantial increase. Northwest shows a decrease since the August estimate while the estimated yields in New York, Virginia, West Virginia and some of the other producing States of the East show a fair increase.

The September report gives Washington a yield of 9,578,000 barrels, New York 7,294,000 and Virginia 3,325,000 barrels.

	Condition Sept. 1 %	Estimated Production 1926 Barrels	Production 1925 Barrels
Maine	52	528,000	645,000
N. Hampshire	73	289,000	237,000
Vermont	64	169,000	170,000
Massachusetts	81	929,000	655,000
Rhode Island	81	87,000	57,000
Connecticut	83	341,000	300,000
New York	76	7,294,000	6,250,000
New Jersey	88	1,023,000	607,000
Pennsylvania	80	1,850,000	1,011,000
Delaware	98	621,000	380,000
Maryland	88	536,000	324,000
Virginia	83	3,325,000	1,440,000
W. Virginia	73	1,397,000	749,000
N. Carolina	79	273,000	160,000
S. Carolina	80	.....	.....
Georgia	88	146,000	60,000
Ohio	73	860,000	678,000
Indiana	79	246,000	258,000
Illinois	66	1,348,000	1,164,000
Michigan	66	1,626,000	1,700,000
Wisconsin	80	158,000	157,000
Minnesota	83	56,000	38,000
Iowa	83	131,000	80,000
Missouri	56	666,000	646,000
South Dakota	56	.....	.....
Nebraska	58	80,000	65,000
Kansas	48	305,000	285,000
Kentucky	87	154,000	70,000
Tennessee	82	100,000	41,000
Alabama	80	.....	.....
Mississippi	72	.....	.....
Louisiana	73	.....	.....
Texas	66	.....	.....
Oklahoma	55	26,000	29,000
Arkansas	64	812,000	691,000
Montana	85	76,000	14,000
Wyoming	93	.....	.....
Colorado	85	966,000	860,000
New Mexico	73	283,000	260,000
Arizona	79	11,000	10,000
Utah	76	187,000	290,000
Nevada	64	.....	.....
Idaho	76	1,423,000	1,700,000
Washington	85	9,578,000	8,570,000
Oregon	93	2,097,000	1,296,000
California	83	2,051,000	1,097,000
U. S.	77.4	42,051,000	33,044,000

Increase in Barreled Apple Exports

For the week ending September 25th, exports of apples from the United States and Canada in barrels totaled 250,014 barrels as against 100,060 barrels for the corresponding week last year, according to report issued by the International Apple Shippers' Association.

Pear Crop 6,000,000 Bushels in Excess of Last Year

There has been very little change in the condition of the pear crop since August 1st. The September estimate indicates a yield of 25,113,000 bushels compared with 25,074,000 bushels for the previous month. The total yield last year was 19,820,000 bushels. The Northwestern States will produce almost half of the commercial pear crop this year with California leading in the production.

	Condition Sept. 1 %	Estimated Production 1926 Bushels	Production 1925 Bushels
Maine	42	7,000	13,000
N. Hampshire	50	9,000	19,000
Vermont	44	6,000	12,000
Massachusetts	52	56,000	90,000
Rhode Island.	75	11,000	13,000
Connecticut .	75	56,000	60,000
New York ...	51	1,808,000	3,045,000
New Jersey..	84	650,000	512,000
Pennsylvania	84	762,000	468,000
Delaware ...	90	380,000	180,000
Maryland ...	88	385,000	280,000
Virginia	65	339,000	135,000
W. Virginia .	70	81,000	34,000
N. Carolina..	67	228,000	158,000
S. Carolina ..	76	131,000	87,000
Georgia	80	248,000	155,000
Florida	77	66,000	54,000
Ohio	75	396,000	354,000
Indiana	78	318,000	209,000
Illinois	78	828,000	510,000
Michigan	73	937,000	450,000
Wisconsin ...	71	16,000	15,000
Iowa	80	70,000	45,000
Missouri	65	425,000	342,000
Nebraska ...	52	25,000	18,000
Kansas	50	174,000	165,000
Kentucky ...	74	132,000	85,000
Tennessee ...	60	211,000	148,000
Alabama	73	212,000	157,000
Mississippi ..	70	172,000	189,000
Louisiana ...	77	72,000	74,000
Texas	82	574,000	386,000
Oklahoma ...	25	73,000	146,000
Arkansas ...	69	123,000	89,000
Montana	20	2,000	.....
Colorado	92	587,000	510,000
New Mexico..	61	52,000	56,000
Arizona	75	15,000	14,000
Utah	85	78,000	30,000
Nevada	70	6,000	7,000
Idaho	86	76,000	39,000
Washington .	90	3,072,000	2,300,000
Oregon	96	2,098,000	1,500,000
California ...	85	9,146,000	6,667,000
U. S.	78.6	25,113,000	19,820,000

Calls Attention to Pennsylvania State Apple Law

Officials of the State Department of Agriculture, Harrisburg, Pa., called attention recently to a State law that provides that certain information must be placed on all closed packages for packing apples. The package must contain the name and address of the packer, the variety of apple, amount contained and minimum size of the fruit.

1926 Catch Indicates a Record Year for Fish Industry

In addressing the convention of the United States Fisheries Association in Philadelphia last month, Lewis Radcliffe, acting commissioner, U. S. Bureau of Fisheries, said that in view of the era of expansion and prosperity for the fish industry that appears to be at hand it is very important that the industry hold the high standard of quality and quantity to meet the demand.

"The market for packed fish is daily expanding," he stated. "Public attention is more than ever centered on dietetics, and the preparation of quality products, combined with intelligent publicity, cannot but help the prestige of seafoods.

Catch Largest Since War

"The fish industry's economic recovery since the war depression has been gratifying. As a whole, it has never been stronger financially. Its adoption of modern methods has been commendable, as instanced in the City of New York, where nearly 22,000,000 pounds of fish are handled by motortruck alone. Refrigeration has served a better purpose, although there are still evidences of a need of improvement in handling the fish before marketing.

"Last year's landings in the United States were larger than any year since the war, and higher by volume than the five-year average before the war," Mr. Radcliffe continued. "So far this year, the catch has shown increases that indicate another record year."

$35,000,000 Cement Merger

A merger of four cement companies operating in Pennsylvania and Southeastern States, which will involve new financing of nearly $35,000,000, is reported as nearing completion.

A new company known as the Pennsylvania Dixie Cement Corporation will be formed to consolidate the Pennsylvania Cement Company, the Dexter Portland Cement Company, the Dixie Portland Cement Company and the Clinchfield Portland Cement Company.

Financing plans call for the sale of about $13,000,000 6 per cent. bonds, $7,200,000 preferred stock and 300,000 shares of common stock at a price around $43 a share.

Dye Company to Erect Addition

The Standard Ultramarine Co., Huntington, W. Va., manufacturers of dyes and chemicals, is erecting a new unit adjacent to their present buildings. This will be used in the manufacture of fixed white, which is used as a base for many dyes. It is estimated that the new structure, with its equipment and special stock of chemicals will cost at least $250,000.

The Wolverine Fruit Packing Company, Ludington, Mich., is making preparations to expand its operations. Additions to its present plant are in prospect for 1927.

Potatoes Will Have 77.5% of a Full Crop

The potato crop report by the United States Department of Agriculture shows an increase in the estimated crop over August 1st estimate. The forecast September 1st was for 351,558,000 bushels compared with 345,569,000 bushels for the first of the previous month.

The report shows that Maine, one of the leading producing States, will not produce as large a crop as was estimated. Maine still leads in estimated production with the crop estimated at 33,869,000 bushels. New York holds second place with Michigan and Wisconsin in a close contest for third place.

	Condition Sept. 1 %	Estimated Production 1926 Bushels	Production 1925 Bushels
Maine	84	33,869,000	34,170,000
N. Hampshire	83	1,598,000	1,595,000
Vermont	87	3,197,000	2,625,000
Massachusetts	86	1,926,000	2,100,000
Rhode Island.	86	258,000	280,000
Connecticut .	81	1,758,000	2,025,000
New York ..	80	29,973,000	23,994,000
New Jersey .	84	7,560,000	6,042,000
Pennsylvania	78	23,801,000	25,461,000
Delaware ...	77	531,000	384,000
Maryland ...	70	4,133,000	3,212,000
Virginia	68	11,934,000	11,340,000
W. Virginia .	77	5,223,000	4,089,000
N. Carolina . ..		.....	4,524,000
S. Carolina . ..		.....	2,175,000
Georgia	70.5	19,725,000	833,000
Florida		.....	2,599,000
Ohio	78	10,822,000	11,978,000
Indiana	72	4,428,000	4,150,000
Illinois	71	5,623,000	4,560,000
Michigan ...	82	28,585,000	24,411,000
Wisconsin ...	86	28,332,000	23,632,000
Minn.	75	27,135,000	26,772,000
Iowa	74	6,040,000	5,229,000
Missouri	72	6,823,000	5,016,000
N. Dakota ...	68	6,944,000	7,280,000
S. Dakota ...	57	3,198,000	3,965,000
Nebraska ...	70	6,233,000	6,300,000
Kansas	75	3,602,000	3,618,000
Kentucky ...	82	4,212,000	2,760,000
Tennessee ...	75	2,775,000	2,072,000
Alabama		.....	1,425,000
Mississippi		.....	670,000
Louisiana ...	64.6	4,493,000	1,800,000
Texas		.....	1,378,000
Oklahoma		.....	2,808,000
Arkansas		.....	1,680,000
Montana	70	3,552,000	3,780,000
Wyoming ...	84	1,564,000	1,680,000
Colorado	79	11,818,000	14,190,000
New Mexico .	85	144,000	150,000
Arizona	85	374,000	171,000
Utah	81	2,685,000	2,700,000
Nevada	87	796,000	900,000
Idaho	78	15,261,000	14,381,000
Washington .	75	9,548,000	8,120,000
Oregon	81	5,054,000	4,368,000
California ...	85	6,031,000	6,510,000
U. S.	75.5	351,558,000	325,902,000

The Eastern Alcohol Corporation has begun the manufacture of industrial alcohol at its new plant at Deepwater Point, N. J.

78,704,000 Bushels of Sweet Potatoes

The estimated crop of sweet potatoes for this year, according to September 1st figures, will be 78,704,000 bushels compared with a yield of 62,494,000 bushels last year. The government's report shows that the crop has improved as the estimate August 1st was for 73,140,000 bushels. Georgia and Texas stand out as the largest producing States with North Carolina third.

	Condition Sept. 1 %	Estimated Production 1926 Bushels	Production 1925 Bushels
New Jersey .	84	2,378,000	2,106,000
Pennsylvania	80	246,000	230,000
Delaware ...	80	1,539,000	1,210,000
Maryland ...	84	1,532,000	1,290,000
Virginia	81	5,120,000	3,996,000
W. Virginia .	80	336,000	276,000
N. Carolina .	78	7,995,000	7,040,000
S. Carolina .	70	4,466,000	2,860,000
Georgia	78	8,990,000	5,170,000
Florida	82	2,886,000	2,465,000
Ohio	80	319,000	345,000
Indiana	79	224,000	216,000
Illinois	76	980,000	704,000
Iowa	82	285,000	327,000
Missouri	78	704,000	570,000
Kansas	77	326,000	348,000
Kentucky ...	85	1,805,000	1,260,000
Tennessee ...	83	4,557,000	3,240,000
Alabama	82	5,703,000	4,550,000
Mississippi ..	76	5,513,000	5,952,000
Louisiana ...	72	5,939,000	5,760,000
Texas	80	8,979,000	6,132,000
Oklahoma ...	82	2,657,000	1,880,000
Arkansas ...	76	3,447,000	3,060,000
New Mexico .	90	128,000	140,000
Arizona	90	293,000	260,000
California ...	78	1,357,000	1,107,000
U. S.	78.5	78,704,000	62,494,000

Estimate Cranberry Crop at 700,000 Barrels

The American Cranberry Exchange reports that the 1926 cranberry crop, in common with other crops, matured later this year than usual. General harvesting started about the first week in September, and shipping will soon be at its height.

The Cape Cod crop will be practically the same as last year. New Jersey and Wisconsin will have average crops, and a total increase in the two States over last year of 130,000 barrels. The increase, however, will apply altogether on the late varieties. This increase will be dependent upon no frost damage during the next six weeks. The late berries are mostly harvested between September 25 and October 15. The following figures for the years 1923 to 1926 are computed in barrels:

	Estimate 1926	Shipped 1925	Shipped 1924	Shipped 1923
Cape Cod	435,000 bbls.	429,000 bbls.	300,000 bbls.	425,000 bbls.
New Jersey	205,000 "	110,000 "	215,000 "	190,000 "
Wisconsin	60,000 "	25,000 "	42,000 "	35,000 "
Total	700,000 "	564,000 "	557,000 "	650,000 "

These estimates exceed the government estimate on the Wisconsin crop by 10,000 barrels and the Cape Cod crop by 5,000 barrels, and is identical on the New Jersey crop.

$200,000 Appropriated for Advertising

The Exchange has appropriated $200,000 for consumer advertising of Eatmor cranberries between now and the middle of December. Sixty-five thousand dollars alone will be spent in women's magazines and large display copy will be used in the principal metropolitan daily newspapers. The Exchange will also use 21 high-power radio stations twice a week during the season to tell housewives new ways of preparing cranberries. It has been arranged for 8,000 domestic economy teachers to receive a series of lessons on how to prepare and serve cranberry dishes, so that they can impart such knowledge to their classes.

To Operate Largest Cider and Vinegar Factory on Pacific Coast

The Sumner Preserving and Vinegar Co., Sumner, Wash., have arranged to occupy the former Pacific Northwest Canning Company's plant. Six storage tanks being built this year will hold a half-million gallons of vinegar and the plant will be the largest cider and vinegar factory on the west coast, having a capacity of 1,000,000 gallons annually.

Local apples will be utilized and the products will be marketed in Chicago, St. Paul, Memphis, New Orleans and other cities throughout the West and the South. Although the chief products of the plant this year will be cider and cider vinegar, it is planned to add pickles, mustard and other condiments, in the near future.

Places 1926 Orange Juice Eastern Distribution at 90,000 Barrels

C. W. Parks, 610 Pacific Avenue, Long Beach, Cal., recently stated that millions of dollars' worth of cold packed California fruit is going to Europe annually. Thirty thousand barrels of orange juice from Southern California were sold in the East last year, he says, and it is expected that three times this amount will be sold this year.

Western New York Will Have Good Grape Crop

The recent rains brought added prosperity to the owners of vineyards in the extensive Finger Lakes region through the excellent crop of grapes. However, the picking of the crop will be somewhat later than usual. Few vineyards have been molested with mildew and dry rot or any of the grape diseases and a clean, well developed crop has resulted.

Brief Reports from Wooden Barrel Consuming Industries

STERLING PICKLE WORKS, 8th AND SENECA STS., ST. JOSEPH, MO., state that there is every prospect of a good run of business this season. They will require about 1,500 barrels to care for their output.

THE ONTARIO LUBRICATING CO., HAMILTON, ONTARIO, CANADA, reports excellent prospects for business this fall. They will use 1,500 wooden barrels, but say they expect to replace the wooden barrels with steel drums. Wooden barrel boosters in Canada should get busy and resell the advantages of their trade package to this company.

KNIGHT PACKING CO., 474 E. ALDEN ST., PORTLAND, OREGON, advise there will be a short pack of pickles in their locality this season, and therefore the demand for cooperage will not be as heavy as usual. They expect to use approximately 4,000 barrels to care for their shipments.

AMERICAN LIME & STONE CO., BELLEFONTE, PA., report good business prevailing in their locality. While they use 12,000 wooden barrels a year they advise that they use more steel drums than wooden barrels.

MOORE LIME CO., RICHMOND, VA., state that prospects for trade in their industry can be termed as fair. They use 30,000 wooden barrels yearly and are always in the market for quotations.

WILLIAMS LIME MFG. CO., KNOXVILLE, TENN., report present conditions and future prospects for business as fair. They use 4,000 barrels per year but have arranged for their supply.

APPLE GROWERS VINEGAR CO., MARIONVILLE, MO., do not report on trade conditions but tell us they will be in the market for approximately 5,000 vinegar barrels this season.

THE A. S. CARR CO., BAINBRIDGE, GA., look for a normal season in the naval stores field. They use about 15,000 rosin barrels yearly, which barrels are made from rough cylinder sawn stock.

AYER & MCKINNEY, 9 N. WATER ST., PHILADELPHIA, estimate 10,000 powdered milk barrels will be used for their shipments this year.

LEWIS-PACIFIC DAIRYMEN'S ASSOCIATION, CHEHALIS, WASH., look for a fair volume of business for the present and future. Their regular consumption of cooperage totals about 7,500 powdered milk barrels per year and they usually contract for their supply.

MOBILE PAINT CO., MOBILE, ALA., look for present good conditions in their trade to continue. They use about 300 wooden barrels monthly, but are not in the market at this time.

AKRON VARNISH CO., AKRON, OHIO, find trade conditions good and prospects for the future satisfactory. Unfortunately, however, this company uses steel drums only, in shipping its products.

INTERNATIONAL PAINT CORP., EAST ST. LOUIS, ILL., report a good volume of trade right now. They require about 200 barrels a month for their paint shipments, which packages are procured from local sources.

TWIN CITY MILK PRODUCERS ASSOCIATION, ST. PAUL, MINN., are looking forward to a continuance of the present good business. Their yearly use of cooperage per year averages 7,000 powdered milk barrels and 2,000 oak barrels for condensed milk. They are already under contract for their cooperage supplies.

VERNON D. PRICE VINEGAR CO., PITTSBURGH, PA., tell us that prospects for this season are good. They consume about two cars of cooperage a week and are always in the market for barrels and kegs.

THE TOLEDO CIDER & VINEGAR CO., TOLEDO, OHIO, are not experiencing a rush of business at present, nevertheless they expect to use from 15,000 to 20,000 barrels this season.

FITTING BROTHERS, P. O. BOX 192, FAIRVIEW BORO., ERIE COUNTY, PA., make no report on present conditions in the custom cider pressing trade, but advise they are in the market for barrels and kegs and desire quotations.

THE SOUTHERN COTTON OIL CO., C. T. SMITH, MGR., SAVANNAH, GA., look for a fair amount of business this season. This company use 50,000 barrels yearly which they manufacture in their own shop. At present they are in the market for tight cooperage stock.

MAY CHEMICAL WORKS, INC., 198-210 NIAGARA ST., NEWARK, N. J., find present conditions in the chemical industry fair. They use about 1,500 second-hand glucose barrels a year.

NIAGARA ALKALI CO., NIAGARA FALLS, NEW YORK, say that the prospects in their line are very good. This company is not a heavy user of barrels and obtain their cooperage supplies locally.

SOUTHERN PINE EXTRACT CO., PENSACOLA, FLA., report very fair business conditions in their industry at present. As the greater part of their output is shipped in tank cars their cooperage requirements do not reach large proportions.

THE NATIONAL LIME & STONE CO., CAREY, OHIO, are satisfied with present business. They give no estimate of the number of barrels they use yearly but advise their requirements along this line are already cared for.

ATMORE & SON, INC., 110 TASKER ST., PHILADELPHIA, packers of mince meat and other meat products, report a fair volume of trade just now. They use 4,000 kegs yearly and about 600 barrels. Their cooperage requirements have been supplied for the balance of 1926.

LONGVIEW LIME WORKS, LONGVIEW, ALA., are experiencing good business and say the prospects for the future are equally as good. This company uses approximately 100,000 wooden barrels yearly, which packages are purchased from Alabama cooperage companies.

A. M. RICHTER SONS CO., MANITOWOC, WIS., advise that their season is drawing to a close. Their consumption of cooperage amounts to from 20,000 to 25,000 cider and vinegar barrels yearly.

Cost Accounting a Requisite to Business Organization

Writing on the subject of "Costs as a Factor in Management," for the *Paint, Oil and Chemical Review*, H. B. Blanke, Manager, Cost Bureau, Paint and Varnish Association, recently said:

"Ford and Tingley, in their book 'Organization and Budgetary Control,' state: "Thorough examinations which have been made in a large number of industrial plants have disclosed the fact that the majority are what are termed 'one man organizations,' *i. e.*, one man dominating every division and exercising control over all. The great majority of executives work on the mistaken and egotistical principle that they are sufficient in themselves.' The 'one man organization' will never benefit from a cost system because it requires a thorough organization to realize benefit from it. Its purpose is to divide the business into distinctly separate units that each may be individually analyzed for results and it naturally follows that the responsibility for these results be definitely placed on certain individuals.

"Cost accounting is a requisite to business organization having to do with each of its functions (merchandising, operating and financial) somewhat as a daily newspaper serves the public, to periodically report the status of each part of the business to the executive officers that they may judge from present conditions the necessary moves to make in preparation for the future.

"The argument, so often heard, that cost information reports but past history is offset when past experience is intelligently used to formulate plans for the future. Every intelligent executive knows the general trend of future business, both as to price condition and sales volume and endeavors to meet these anticipated conditions with the wisdom obtained from past experience. If he has developed ratios and turnovers with the aid of cost accounting, he can definitely plan to meet future conditions with positive assurance that past experience will guide his moves with but a small chance for error."

New Cooperage Corporation in New Orleans

A report comes from New Orleans of the organization of the Southport Corporation which formally began business September 1st at 204-205 Baronne Bldg., New Orleans.

The officers of the company are: J. H. Legendre, president; E. E. Richards, vice-president and general manager; W. P. Toung, vice-president; Albert J. Krail, vice-president; J. C. Lyons, secretary and treasurer. The capital of the company is $100,000.

The new corporation will take over the barrel and shook mill of the Southport Barrel Company, and will continue the former business of manufacturing barrels, kegs and other cooperage, and barreling oil for shipment. It will also operate actively in the general wholesale hardwood lumber and stave business, domestic and export.

E. E. Richards and W. P. Toung, both of whom are vice-presidents of the Southport Corp., were formerly connected with the Lucas E. Moore Stave Company. The stave department of the business will be in direct charge of Mr. Richards, while Mr. Toung will handle the hardwood lumber department, and Mr. Krail will look after the oil barreling plant.

Veteran Knife Maker Celebrates Golden Wedding Anniversary

An event which was the occasion for much joy and happiness was celebrated on September 13th when Mr. and Mrs. Elwyn Lovejoy, of Lowell, Mass., celebrated the 50th anniversary of their marriage at 813 Broadway, which has been their home for 49 years.

Mr. Lovejoy is a member of the firm of D. Lovejoy & Son, machine knife manufacturers, and a host of friends in the industry attended the celebration to pay honor to the oldest maker of machine knives in the United States.

The firm of D. Lovejoy & Son are well known throughout the cooperage industry, and THE JOURNAL joins in the best wishes extended to Mr. and Mrs. Lovejoy that they may enjoy many, many more years of joy, happiness and prosperity.

I. C. C. Rules Combination Rates on Staves and Heading Unreasonable

The Graham Stave & Heading Co., Jackson, Miss., was recently awarded reparation by the Interstate Commerce Commission against the Alabama & Vicksburg Railway Co. and other roads, the Commission deciding that combination rates on staves and heading from Winnsboro, La., to Jackson, Miss., were unreasonable. The stave company's claim covered 27 shipments. The Commission further decided that a joint rate of 19 cents per hundred pounds be prescribed as reasonable for the future.

Naval Stores Company Suffers Heavy Fire Loss

Four tanks of turpentine, totaling 60,000 gallons, the property of the National Naval Stores Company, at New Orleans, went up in smoke September 13th, entailing a loss conservatively estimated at $80,000. Some rosin was destroyed and a part, though a small one, of the turpentine in stock was salvaged. For a time the terrific flame and heat from the very inflammable fluid menaced property for blocks around. Robson Dunwody is president of the National Naval Stores Company. The loss is said to be fully covered by insurance.

Color Works to Increase Output

The Sunset Color Works, Salt Lake City, Utah, has purchased a new plant and will increase output.

Cooperage Exports on Par With 1925

Exports of cooperage and cooperage stock for the seven-month period, January 1, 1926, to July 31, 1926, were about equal to the exports for the same period of 1925. The value of the 1925 exports from January to July reached a total of $6,254,000, while the 1926 exports totalled $6,210,000.

Exports of tight staves decreased but tight shooks increased as regards value, tight staves being valued at $2,513,868 and $2,294,796, tight shooks at $2,066,461 and $2,401,670, for the 1925 and 1926 periods, respectively. Quantities increased in 1926 for both items. Slack staves and shooks decreased both in quantity and value of exports, but not in heavy proportions. Decreased exports of tight staves to France and Portugal appear to have been offset by greater exports to South America and French Africa. Destinations of cooperage shook exports are not available at this time.

United States Imports of Wooden Packages from Canada

Wooden barrels, boxes, shooks and baskets were imported from Canada by the United States for the period January 1, 1926 to July 31, 1926, to the value of $895,338, which represents about one-sixth of the total manufactured. The value of these imports for 1925 for the same period was higher, amounting to approximately $1,000,000.

Exported shooks and staves returned as barrels and boxes containing imported goods are not included in these figures. Imports of these reexported shooks and staves amounted to 2,526,289 in number in the calendar year 1925 with a value of $508,111. Neither are barrels exported empty and returned filled with foreign products, or barrels reimported after being exported full of American products included. The values of these are not separately shown in United States statistics even for calendar years.

Timberland Owners Place Properties Under State Protection

In Eastern Kentucky some of the big timberland holders have placed their properties under the protection of the Kentucky Forest Service, which has organized several district organizations, as protection against forest fires, timber thieves, etc., properties being patrolled and watched. The Henry Ford interests with 120,000 acres of coal and timberland in Clay and Leslie Counties are probably the largest individual timber holders in the section.

Erecting Stave Plant

Luther Evans has started the building of a stave manufacturing plant near Kingdon Springs, Ark. The product of the plant will be hauled to Flippin for shipment.

A "Barrel Home" Presented to the Originator of the "Teenie Weenie" Cartoons

The "barrel home" shown in the accompanying picture which is located at Lake Sable, near Grand Marais, Mich., was recently presented by the officials of a large Chicago grocery corporation to William Donahey, the cartoonist, and his wife. Those who have seen this "barrel home" say it is the most uniquely built and designed house in the world today. The builders of this huge barrel for living purposes, with all the apartments and accoutrements of an up-to-the-minute modern dwelling, were the Pioneer Cooperage Company. It accommodates six to eight people, with all the accommodations required by them. Its

Courtesy American Lumberman.

Barrel home presented to originator of the "Teenie Weenies" and his wife

presentation to Mr. and Mrs. Donahey was the surprise day of their lives. The cartoonist has become justly famous by reason of his "Teenie Weenie" cartoons and all his friends rejoiced at the spirit that prompted the bestowal of this wonderfully practical gift. A group of children were secured for the occasion, and all were dressed to represent the "Teenie Weenies" in the pictures—Dunce, Policeman, General and the others.

The "barrel home" consists of a sleeping room and a living room, measuring 12 feet in diameter at top and bottom. The diameter at the bilge or center of the barrel is 16 feet. It presents a striking appearance does this barrel home, the barrel standing full 16 feet in height, and capped with a circular roof of the mushroom type.

The living room is on the first floor, the ceiling being eight feet in height. A spiral staircase connects the living room with the bedroom upstairs, the spiral being attached by firm anchorage to the inside of the barrel. Back of the main barrel is a pantry, and the kitchen is housed in another barrel.

Receiver Suit Against Packing Company Dismissed by Court

Judge Carl Wilde, Special Judge, Superior Court, Indianapolis, Ind., recently dismissed the suit of Louisville minority stockholders for a receiver for the Van Camp Packing Co., denying that the company was insolvent, or that it had illegally paid any dividends. The largest creditors of the company intervened, and fought appointment of a receiver. As to mismanagement the judge refused to interfere, holding that such business matters were for businessmen to handle. The company operates a big plant at Louisville, producing cottonseed oil, as well as a soap plant and is a large consumer of wooden barrels and kegs. A few minority holders of preferred stock started the action, which resulted in the long court trial just ended.

The evidence produced during the trial tended to show that the company is making money. The records indicated that in 1925 the net earnings were over $1,000,000.

Vinegar Plants Destroyed by Fire

Apple growers who counted on drawing their fruit to Kendall, N. Y., this year for delivery to the William F. Hollwedel vinegar plant or to the Kendall Produce Co. will have to look further away for a market for both plants were destroyed by fire recently, the loss being $100,000. The fire was a severe blow to the town.

The three section dry kilns of the E. A. Parker Stave Company were recently destroyed by fire. There were 600,000 staves in the kilns at the time and these were also destroyed. The loss is placed at $30,000 with no insurance. Hard work on the part of the department saved the plant from destruction.

They Should Have Used Wooden Barrels

An interesting opinion bearing on the question of deductible items in computing net income was handed down by the Board of Tax Appeals on July 27, in the appeal of the LaSalle Portland Cement Company. It appears from the recital of facts that the company, when selling its cement in bags, made a certain charge for the bags, agreeing to refund the same price for each usable bag returned, and pending the return of the bags carried the amounts which it had so agreed to refund, on its books, as an assumed liability, which it deducted from its income as an expense in making its income tax return. The Board of Tax Appeals sustained the ruling of the Income Tax Division disallowing the deduction and including the amount so assumed in income, the essential portion of its opinion being as follows:

> On receipt of returned bags they were inspected and payment was made for such as were usable. They were then cleaned, repaired and placed in stock for further use. If the company had not bought them it would have been under the necessity of buying elsewhere. More nearly than anything else, they were merchandise bought and sold, bought again, placed in stock and sold again. The liability of the taxpayer was only a liability to receive and pay for them when received. The whole transaction was an exchange of commodities—the receipt of so much and the payment of so much in return—a quid pro quo in each case, and not "an ordinary and necessary expense." The obligation to pay for them when received was not in itself an expense.

Patent Granted on Specially Constructed Barrel

A patent has been granted to John Holt, Philadelphia, Pa., on a specially constructed barrel, which is described in his patent claims as "a barrel structure comprising, in combination, staves each having a croze extending thereacross adjacent its lower end, each of said staves outwardly of the croze having its inner edge beveled, a hoop disposed around the lower portions of the staves, the outer margin of the hoop being provided with an inwardly disposed flange extending beyond the staves, a bottom head having a chamfered peripheral portion engaging within the crozes of the staves, and members secured to the peripheral portion of the outer face of the head, said members having their outer margins beveled to snugly engage within the beveled portions of the staves, the inner marginal portion of the flange of the hoop having direct contact with said members."

The patent claims were filed by Mr. Holt August 25, 1925, and the serial number of his patent is No. 52,408.

Employs Wooden Tank Wagons and Barrels in Vinegar Distribution

The Fleischmann Company, of Peekskill, N. Y., and other points throughout the country maintains a direct factory to consumer system which is a distinct feature in the merchandising of vinegar and the only one of its kind in the vinegar industry in the United States, or in any other part of the world.

Distilled vinegar is shipped from the factory at Peekskill, N. Y., in tank cars to the vinegar warehouse in New York City, and from there the product is delivered to stores, restaurants and other large consumers in wooden tank wagons which have scheduled routes for each day in the week. This system of merchandising vinegar is also made use of by the company in its Chicago territory.

The railroad tank cars used by this concern have a capacity of 10,000 gallons and they can usually be distinguished from other tank cars because of their covering of aluminum paint which prevents contamination of the vinegar, by coming into contact with metal parts of the tanks, and also preserves the wood and bands.

Courtesy New York Edison Co.

Electric Wooden Tank and Barrel Truck for Vinegar Deliveries

The tank wagons used for city deliveries carry a wooden tank of 600 gallons and are drawn by two- and three-horse teams. Recently the company purchased several electric trucks on which are mounted a wooden tank with a space provided on the rear for kegs and barrels.

Distilled vinegar that is delivered in bulk to the grocery and delicatessen stores, to be sold in customers' containers, is kept in barrels and half barrels and the supply of vinegar is replenished by the tank trucks once every two weeks. In order that these containers will always be kept in sanitary condition the company furnishes a freshly painted barrel for one requiring a cleaning inside and out. Attention is also given to the wooden faucets so that the merchant will not experience leaks which would mean less profits.

Trust Company Petitions for Right of Foreclosure on Lucas E. Moore Stave Co. Property

According to report recently received from New Orleans, the Brooklyn Trust Co., of New York, has filed a bill of complaint in the Federal Court at New Orleans, including a petition of foreclosure and a petition for the right to sue, against the Lucas E. Moore Stave Co., of Louisiana, on its assets, book values approximating $3,000,000, and including mill sites, timberlands throughout the South and $250,000 worth of stocks and bonds of various subsidiary American and European companies.

The suit is based on a $1,000,000 bond issue, let in July, 1922, for the stave company, through its agents, the Brooklyn Trust Co. As security for the bond issue the Lucas E. Moore Stave Company gave six mill sites, located in Mobile, Ala.; Chelsea, Mass.; Columbus, Miss.; Hornsby, Tenn.; Southport, La., and Irvington, N. J., also several timberland tracts located in the States of Alabama, Arkansas, Louisiana and Mississippi, as well as the timber rights on several tracts of land in Arkansas, Alabama, Kentucky and Louisiana, the whole totaling nearly 15,000 acres.

It was stipulated that the money acquired through this financing should be used for improving the mills and properties of the company but was not. The bond issue was to be recalled at an agreed rate, terminating in 1942.

In March, of the present year, the Beeson-Moore Stave Company, of Arkansas, filed suit against the Lucas E. Moore Stave Company for $25,000 and the latter company was put into the hands of a receiver until its indebtedness to the Beeson-Moore Company was paid or adjusted.

Up to that time the Lucas E. Moore Company had paid $258,500 on its million dollar bond issue of 1922, leaving a balance of $741,500, and the company being unable to make further payments when due, the Trust Company filed its petition for foreclosure and for the right to sue.

Vinegar Company Changes Ownership

M. H. Mutchler has purchased the vinegar factory formerly owned and operated by the International Vinegar Company, of Allegan, Mich. The plant has a capacity for 175,000 gallons of cider daily.

Company Purchases Timber Tract

On Lott's Creek in Perry County, Ky., representatives of the Duane Lumber and Stave Co. closed a deal September 20th for some 500 acres of splendid timber lands. They will start development during October.

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FOR SALE—We can furnish carload firwood thirty-gallon packages without heads, good condition, at very reasonable price. Address BRUECKMANN COOPERAGE COMPANY, 2415 S. Third St., St. Louis, Mo.

FOR SALE—Two to three thousand clean, heavy 55-gallon galvanized gasoline and coal oil drums, two rolling hoops, two bungs in top. $1.50 f. o. b. Baltimore, Md. Address AMERICAN COOPERAGE CO., 11th and Fayette Sts., Baltimore, Md.

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WANTED—Light and heavy alcohol and oil drums, 16 and 18 gauge, 30 to 35 gallons, must have openings in both bilge and head. Also light grease and lard drums with removable tops to be complete with all fittings and parts. Address HUGH O'DONNELL, INC., Meadow St. and Snyder Ave., Philadelphia, Pa.

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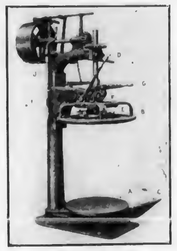

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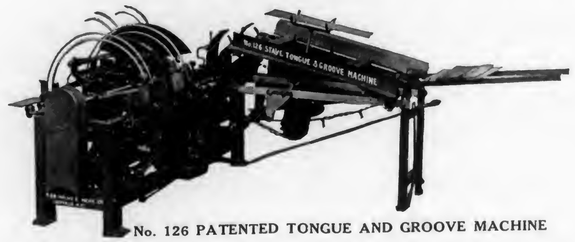

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The National Coopers' Journal

FORTY-SECOND YEAR | Philadelphia, November, 1926 | $3.00 PER YEAR VOL. XLII, No. 7

Heavy Cooperage Demand Continues in Louisville

1926 Has Proved the Best Year the Trade Has Had for Some Time—Labor Shortage and Heavy Rains Making Production of Stock Difficult

Although the crop year is nearing a close, there is still a very active demand for tight cooperage, in fact so heavy that cooperage plants are being forced to turn down immediate delivery business, and are not accepting much future business because of the uncertainty as to future prices of staves and heading.

Barrel consuming industries are busy, and using a lot of packages, with the result that they are a little worried about their future supplies. The wired and rush order is much in evidence.

Cottonseed Oil Production Will Be Heavier Than Expected

There is going to be a much larger volume of barrels and kegs used in the Southern cotton oil districts than had been anticipated. Uncle Sam's crop estimators made a mistake of only about 1,500,000 bales in the crop estimate. With an estimate this month of 16,627,000 bales, as against 15,100,000 bales last month, the big gain caused the cotton markets to take a big slump and throw things out of line badly. With a crop of that size, there is almost an absolute surety that the cotton oil crushers will be busier than for some years past.

Cotton Crop Harvest Causes Labor Shortage

The big cotton crop is playing havoc with production of staves and heading in the South. In harvesting such a large crop the demand for labor is very strong, and wages high. This condition has produced a labor shortage in other lines. As a result of this labor shortage, the cost of producing staves and heading has mounted, and as manufacturers do not feel inclined to increase their overhead, production has not been increased. The tendency is toward light production, until labor can be had at reasonable prices.

Heavy rains and muddy roads also worked against production in Eastern Kentucky. In the South heavy rains have retarded timber cutting. This condition coupled with the labor shortage has resulted in some mills producing little more than fifty per cent. of their normal stocks.

Stave and Heading Prices Firm

Demand for tight cooperage stock has been good, and there are many inquiries for prices being made. Eighteen-inch staves have been in fair supply, but 24- and 30-inch staves have been very scarce; that is, for prompt delivery. Prices of $50 and higher have been paid for mill run red oak oil staves at the mill. Jointed oak wine staves have been quoted at $2.60 per set, f. o. b. Louisville. Red oak jointed staves have been quoted at $1.25 a set Louisville. Offers of $1.15 for the class of staves have been turned down. Jointed gum staves continue at around $1.00 to $1.05 a set. Red oak oil staves have been offered at $60 to $65 Louisville, per thousand; and white oak, $70.00. Circled white oak heading is 45 cents a set; red oak, 44c; gum heading 39c to 40c.

No Change in Barrel and Keg Prices

Gum barrels are quoted at Louisville at $2.75 to $3.00, and red oak, six hoop, 50-gallon packages, at from $2.85 to $3.10. Quotations for tight barrels and kegs are about the same as they have been for sixty days. Prices as of October 20th are as follows:

	Red Oak	White Oak	Spirit	Charred Spirit
1 gallon	$0.55	$0.60	$0.85	$1.00
2 gallon	.65	.70	1.00	1.15
3 gallon	.80	.85	1.20	1.35
5 gallon	1.05	1.10	1.90	2.15
10 gallon	1.50	1.60	2.25	2.50
15 gallon	1.60	1.75	2.45	2.70
20 gallon	1.80	1.95	2.75	3.00
25 gallon	2.20	2.35	3.20	3.45
30 gallon	2.35	2.45	3.45	3.70
50 6 hp.	3.00	3.15	...	...
50 8 hp.	3.15	3.25	5.00	5.50

The above prices are on a carlot basis. Less than carlots are 10 cents per package higher; and in lots of 25, or less, the price is 25 cents higher than carlot quotations.

Slack cooperage business has been dull in spite of a rather good apple crop, and scattered demand from produce, flour mill and other consumers. Prices are steady at 85c for flour barrels, one head produce 50c to 55c; two head, 65c; sugar sized produce, 75c to 80c.

What's Happening Among Louisville Coopers

J. N. White, of the Louisville Cooperage Co., considers 1926 as one of the best years the cooperage trade has had for some time. This company intends to discontinue its slack cooperage department about the first of the year, and confine all its efforts to tight cooperage. The space now occupied by the slack cooperage department will be used for storage and shipping. A new conveyor and other mechanical equipment will be installed, which will enable the company to materially reduce handling costs, and increase shipping capacity.

Philip Sengel & Son, operating the old Gambrinus Cooperage Co., which specialized in beer packages, prior to prohibition, will be the only slack barrel producing house left in Louisville, with the exception of one or two individuals, who make up a few barrels by hand from time to time. The Sengel Company for some time has been making barrels for one of the big flour mills, and also does a good deal of tank work.

Jim Williams, Chess & Wymond Company, reported that the company is very busy in handling shipments. This company is some 35 to 40 cars behind in delivery. Mr. Williams remarked that with a 150 per cent. grape crop, about a 140 per cent. apple crop and a big cottonseed oil crop, it looked as if the company would be busy for some little while supplying the needs of their many customers.

Import of Staves Into Paris

The imports of oak staves into Paris for the month of June amounted to 18,674 metric tons, only slightly greater than in 1925, and were principally of Russian and Yugoslav origin.

There was an increase also in the import of staves other than oak, 7,997 metric tons as against 5,065 metric tons, bringing the total for the year ending June 30th, 26,671 metric tons as compared with 22,859 metric tons in 1925. Imports of staves from the United States were only 2,978 metric tons for the first five months of 1926 as compared with 8,013 for the corresponding period of 1924.

Cooperage Company Opens Wholesale Lumber Department

The Dallas Cooperage & Woodenware Company, Dallas, Texas, has opened a wholesale lumber department. This new department is in charge of Oliver C. Ulmer, one of the best known lumbermen in the State and for a number of years located at Mount Pleasant, Texas. Mr. Ulmer has been engaged in the lumber business all of his business life and at one time owned and operated saw mills in New Mexico.

Paint Company Increases Facilities

The Kansas Paint & Color Co., of Wichita, Kan., has purchased a paint plant in Oklahoma City, Oklahoma, which will be enlarged to meet the company's growing needs for increased manufacturing facilities.

New Orleans Marking Time Between Rush Periods

Excellent Demand for Alcohol Barrels—Autumn Rush on in Cottonseed Oil Trade—Carrot Shipments Consume Thousands of Barrels Yearly

New Orleans coopers say, "Business cannot possibly get any worse than it is," which is optimistic, and implies that it will soon improve. This improvement is scheduled to arrive, in the natural course of events, within a month. Even at the present time, with business admittedly at its worst, all the shops are operating, and there is no complaint of unemployment among the working coopers.

Big Demand for Alcohol Barrels

Of all the varied interests that make up the business of the shops it is probable that the largest single item at present is the alcohol barrel, the solid oak, iron hooped, well made barrel reminiscent of pre-Volstead days. This city is now the seat of the largest alcohol trade in the country, perhaps the world. Alcohol, not for beverage purposes, is produced here in vast quantities, and, although much of it is shipped in metal drums, there is still a big demand for wooden barrels, and as this trade is pretty well divided up among the various shops, it gives them all something to do. There is also a good demand for halves and kegs from this source.

In former times used whiskey barrels were in great demand as containers of kraut, pickles and all kinds of food products that were packed in or contained liquids, and no better packages could have been made for such purposes. The whiskey barrel has now been replaced by the alcohol barrel, and as the alcohol as it leaves the distillery is labeled poisonous, great care should be exercised by the coopers in reselling these barrels. Undoubtedly many of the alcohol barrels are unfit for use as food containers.

Cottonseed Oil Mills Having Autumn Rush

The cotton oil mills are now enjoying their autumn rush, with prospects of a good business year, so the lard barrel, tub and bucket trade is flourishing. The paint works are also using some cooperage.

Sugar Barrel Business Uncertain

Of course the smaller sugar mills are idle, and conditions at the big refineries are just as they have been for a year or two; that is, sometimes they use barrels and sometimes they do not. The bulk of cooperage they use is large, but their demand is very uncertain and fluctuating.

In the recent death of Mr. Edward Godchaux, managing partner of the Godchaux Sugars, Inc., with the big mill at Reserve, La., and having offices in this city, the cooperage trade has lost a good friend. Under the management of Mr. Godchaux the refinery used barrels whenever the state of the trade permitted, sometimes buying them here, and sometimes making them at the refinery shop. It is to be hoped that the surviving brothers will continue along the same lines, and use barrels whenever possible because the loss of the Godchaux trade would be felt by local coopers.

Demand for Oyster and Fish Barrels

In the slack barrel field there is a demand for a few oyster barrels, a good many potato barrels, an occasional shrimp barrel and now and then a fish barrel, and an active preparation for a vast number of produce barrels.

Barreled Carrot Shipments Total About 250 Carloads Yearly

Francis Williams, of the Louisiana Public Service Commission, says that there are 250 carloads of carrots per annum shipped from La Place. Carrots are usually, if not always, shipped in barrels.

Railroads Increase Estimated Weights on Carrots in Barrels

Incidentally, it is worth mentioning that the railroads used to charge freight on carrots on an estimated weight of 135 pounds per four-bushel barrel, but that weight has recently been changed to an estimated weight of 160 pounds per barrel, so that where the shipper of carrots formerly paid freight on an estimated carload weight of 20,000 pounds he must now pay on an estimated weight of 24,000 pounds. This increased freight expense on carrots alone will amount to an average of $9,400 in an average year at La Place, an increase which the shippers will probably try to pass on to the coopers. The only consolation is that the users of hampers are also getting it in the neck, the estimated weight of hampers having also been raised by the railroads, and the amount of freight increased accordingly. The hamper people are filing vigorous remonstrances, and it is to be hoped that coopers will take the same action.

Here and There in New Orleans

The Louisiana Mfg. & Cooperage Co. shop is now working on oak barrels for alcohol, and is also making some vegetable barrels, though the season is still too early for there to be much demand from the vegetable shippers.

The Burbank shop is handling a variety of business, ranging from recoopered lard tierces to high class, new alcohol barrels. In the matter of branch shops Mr. Burbank says that he does not care to expand so far that he cannot keep the business under his direct supervision, so he is content with his one branch shop at Kenner.

Kenner might be rated as a suburb, as it is only a few miles from the city. Vegetables grown in that vicinity were formerly brought to the city for shipment, but the farmers increased their truck growing activities so enormously that Kenner became a great shipping center, and local shops had to be established to supply them with packages.

The business affairs of Beck & Jones have been liquidated and Mr. C. J. Beck, brother of the late Charles Beck, is now operating the cooper shop at La Place, La., one of the best shipping points in the State, and anticipates a good season's business.

The many friends of E. B. Peyronnin, Jr., will be pleased to learn that in addition to his duties as manager of the business of the Louisiana Mfg. & Cooperage Co. he is now in business for himself. Mr. Peyronnin now has shops at St. Rose, La., Convent, La., and at Geismar, La., all good shipping points in rich gardening districts. These shops are not business "ventures" or experiments, for in addition to knowing the cooperage business he knows the buyers, and already has enough contracts with big shippers to make his shops pay, and he is still on the lookout for additional orders.

The shop of the John G. Moll Cooperage Company is passing through the dull season in good shape, and getting ready to handle a good share of the new produce crop. Mr. Charbonnet, the manager, spends much of his time at the branch shops, taking care of the country trade.

General Cooperage Demand Excellent —Stocks on Hand Normal— James Innes

Apple barrel stock is still moving as there have been no frosts and packing continues. The volume is not quite so large as one would expect, as buyers of apples from Europe are not as plentiful as usual.

Stock for general purposes is in good demand and the supply is very light at the mills, both staves and heading being marketed about as fast as ready for shipment.

Hoops are fairly plentiful, but no stocks are accumulating.

Prices of all kinds of staves and number one heading are firm. Millrun and number two heading is a little weak, while hoops vary in price from week to week.

For the next month or six weeks there will be a rush of business in Canada to take advantage of the open season of sailings from St. Lawrence ports, which usually closes the end of November or early in December.

Class Freight Rates to be Investigated

The Interstate Commerce Commission has announced its plans for a comprehensive investigation of class freight rates in the territory west of Chicago, north of the Missouri River and east of the Rocky Mountains, together with class rates into and out of that territory. The initial hearing will be held in Omaha, Neb., January 11, 1927.

Read the Special "Ads"

Wooden Barrel Exhibited at Dairy Exposition

Associated Cooperage Industries of America Have Splendid Display of Barrels, Kegs and Tubs—Cooperage Exhibit Receives Widespread Attention and Favorable Comment

By C. G. HIRT
Secretary-Manager, The Associated Cooperage Industries of America

The Dairy Industries Exposition at Convention Hall, Detroit, Michigan, October 6th to 14th, under the management of Dairy and Ice Cream Machinery and Supplies Association, Inc., was one of the largest ever held and covered practically every angle of the entire dairy industry from the dairy cow on the farm to the finished product.

The exposition was open daily from 9 A. M. to 6 P. M. for inspection by dairy products manufacturers, their employees and others with direct industrial or scientific interest in dairy products manufacturing, merchandising and distributing machinery, methods and supplies.

Attractive Exhibit of Barrels, Kegs and Tubs at Dairy Exposition

Dairymen and Ice Cream Manufacturers Combine Exhibits

The important feature of this year's trade show is that it embodied in one exposition what for some years past has been handled as two distinct shows, *i. e.*, the division of the National Dairy Show and the Ice Cream Trade Exposition. As a result of this union of exhibits the necessity of making separate displays at different periods of the year has been eliminated.

Manufacturers of dairy products who are interested in milk, butter, ice cream, equipment, etc., were thus able to take in all the various activities with one visit at a considerable saving of time and expense.

By bringing together these two shows under one roof it also influenced the holding of the two biggest conventions of the industry practically during the same period of time and place, the milk dealers having their convention October 6th to 8th and the ice cream manufacturers October 11th to 14th.

The drawing together of these two organizations of manufacturers is in keeping with the general trend of the industry; that of producing more than one class of products by the same concern, as many milk dealers also produce ice cream and there are many ice cream dealers too who handle milk.

Industrial Show Included Everything for the Dairy

Nearly 300 exhibitors displayed their products which included dairy products machinery and equipment of various kinds, types of containers, electrical refrigerators, motor trucks; in fact practically every known device and article used in the dairy industry.

The exhibit of The Associated Cooperage Industries of America consisted of various types and sizes of slack and tight barrels, kegs and butter tubs, such as are used in the packing of powdered milk, butter and condensed milk, etc. The wooden barrel exhibit was viewed and favorably commented upon by a large number of dairy and creamery men from all parts of the United States and Canada, who visited the Association's booth during the exposition.

Use of the Wooden Barrel in the Dry Milk Industry

By H. E. VAN NORMAN,
President, American Dry Milk Institute, Inc.

The process of drying or dehydrating milk was not put on a commercial scale in this country until 1906. The production in 1916, according to Government report, totaled 16,000,000 pounds. By 1925 the total production had jumped to 73,000,000 pounds.

About one-third of the dry skim milk is produced on the Pacific Coast, and two-thirds in the Central, Eastern, and Northern States.

Dry milk is of necessity a by-product of cream and the best quality is possible only where large volumes of skim milk make practical its manufacture on a systematic basis. Drying facilities do not lend themselves to small unit production.

Dry Skim Milk of Four General Types

Dry skim milk is of four general types, according to the process by which it is made. These general types are:

The Spray Process, by which powdered milk is made by spraying condensed or liquid skim milk into a hot current of air, which removes the moisture.

The Roller Process, by which the product is made on two rolls so placed that a very thin film adheres to the roller and almost instantaneously dries. The adhering solids are scraped off and then powdered.

The Vacuum Roll Process, which has a single large roll in a vacuum chamber.

The Flake Process, by which the product is made by whipping up the condensed skim milk, and passing it on a rectangular chain belt through a current of hot air.

Baking Industry Largest User of Dry Skim Milk

The largest use for dry skim milk at present is in the baking industry. The mineral content and proteins of the dry skim milk supplies the deficiency of these qualities in ordinary wheat flour, making the bread not only more pleasing in color, but better flavored and with better keeping quality. Cakes, pies, cookies, crackers, biscuits, soups, gravies, puddings, are all food products in which dry skim milk may be used with butter or other shortening. Hotels, restaurants, hospitals, and also State and charitable institutions having large groups of people to feed, make advantageous use of this form of milk to supplement their fluid milk supply.

Wooden Barrel the Predominant Shipping Package

The major part of dry milk production is packed in wooden barrels, which are usually of the tongued and grooved variety, although a small amount is shipped in tight barrels to withstand moisture under practically every condition and circumstance. Tin cans of 100-lb. capacity, which are crated for shipment, are also employed to a slight extent, as well as small one- to five-pound cans.

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DEVOTED TO THE COOPERAGE INDUSTRY

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will be furnished on application. Copy for advertisements should reach us not later than the 15th of the month to insure insertion in the following issue. Changes in advertisements should reach us not later than the 20th of each month.

CORRESPONDENCE

The columns of THE NATIONAL COOPERS' JOURNAL are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

IMPORTANT ARTICLES IN THIS ISSUE

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Are You Selling Cooperage or Merely Taking Orders?
Careful Preparation of Potato Barrels Will Prevent Damage and Loss.
Return the Wooden Barrel to the Flour Trade.
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Latest Apple Crop Estimate 38,508,000 *Barrels.*
New Orleans Cooperage Trade Marking Time.
Heavy Demand in Louisville Cooperage Market.

Rosin Producers Claim it is Neither Practical nor Convenient to Adopt Steel Drum as Shipping Package

AGITATION in favor of the steel drum, as opposed to the wooden barrel, was strongly apparent during the conventions of the National Paint, Oil and Varnish Association and the American Paint and Varnish Manufacturers' Association which were held in Washington, D. C., October 11th to 15th, and there is very little doubt but that unless some concerted effort is promptly made by the cooperage industry to counteract the effects of this steel drum advocacy, the future will see the gradual disappearance of the wooden barrel as a shipping package in the paint, oil, and varnish fields.

In his report before the National Paint, Oil, and Varnish Association, W. H. Eastman, of the W. O. Goodrich Company, Milwaukee, Chairman of the Linseed Oil Committee, said:

"During the past year there has been a decided tendency to replace the old wooden barrel by the light steel drum known as the 'one time shipper.' The prejudice against the steel drum on the part of the consumer has been largely overcome and today a comparatively small percentage of linseed oil package shipments go out in wood cooperage. The customer has learned that 'what the shipper puts in the customer takes out' and that contamination from previous contents of the package is less in the case of the steel drum as it can be cleaned thoroughly. There is a ready market for the empty drum, the same as the wooden barrel. The crushers sell linseed oil in one time shippers at the same price as wood cooperage and purchase the empty drums from the consumer at the market price, so long as the drums are suitable for linseed oil. The drums ultimately wear out and land on the scrap heap, but according to experience they are far more economical than the wood barrel for transporting linseed oil."

The Plant Managers' Committee of the Federation of Paint and Varnish Production Clubs went on record in favor of the steel drum for rosin some time ago, and the Naval Stores Committee of the American Paint and Varnish Manufacturers' Association, at the Washington convention October 11th, pronounced itself unanimously in favor of the steel drum as a shipping package for rosin, claiming "that those who have used the steel drum have found it satisfactory and see advantages in the use of that type of container." Over and against this statement, however, the report of the committee goes on to say that "the wooden barrel for rosin has been the standard package for so many years that it is with considerable reluctance that the naval stores industry takes up any other form of package."

On this hesitancy on the part of the rosin producers to displace the wooden barrel in favor of the sheet steel drum, the wooden barrel manufacturing trade can base its almost assured victory in this substitute campaign if only the cooperage industry takes immediate steps to protect its interests.

This hesitancy of the rosin producers, on the other hand, is no guarantee that the rosin consumers, combined with the high pressure salesmanship of the steel drum manufacturers, will not induce the rosin producers to overcome their reluctance to displace the wooden barrel.

In fact, this possibility is foreshadowed in the statement of J. C. Nash, chairman of the Naval Stores Group of the National Paint, Oil and Varnish Association, made to the Association body to the effect that while the naval stores producers "took recognition of the demand of the paint and varnish trades for rosin in metal containers, the producing industry is *not yet* on a basis where it would be practical or convenient to pack and ship these products as the trade requests."

We feel confident that not only those cooperage and stock manufacturers who are interested directly in the rosin barrel trade, but the industry as a whole, will be alive to the need for immediate, consistent and persistent action in protecting the wooden barrel in the rosin industry.

Continued procrastination on the part of the cooperage industry to protect and defend its trade package in this instance means the eventual and inevitable business loss to the wooden barrel as a shipping package in the paint, oil and varnish industries.

Properly "Boosted" the Wooden Barrel Could Stage a Great "Come-back" Throughout the Baking Industry

THAT a wonderful opportunity is offered by the baking industry for the return of the wooden barrel as the leading shipping package in the flour milling field is encouragingly evident. While THE JOURNAL is fully cognizant of the almost entire substitution of the sack for the barrel in the flour trade, there is, nevertheless, not a vestige of doubt in our mind but that, through a comprehensive educational, research and sales campaign, backed by effective wooden barrel advertising direct to the baking industry, a great proportion of this flour business could be regained for the wooden barrel.

An analysis of the baking industry by the Continental Baking Corporation of New York reveals that approximately 47 per cent. of the yearly production of wheat flour in the United States goes into home baking, baking by hotels, restaurants and similar places, and industrial uses. Commercial bakeries take about 36 per cent. of the remaining flour consumption, while the remainder, almost 17 per cent. of the total, goes into exports, flour on hand and in transit.

In other words, based on the 1923 flour production, the analysis indicates that the baking industry, exclusive of home baking, consumes in excess of 60,000,000 barrels of flour, in quantity, yearly. Does not the possible business obtainable in this field make worth while taking the fight for the wooden barrel direct to the baking industry, with facts, figures, and reasons why the wooden barrel is the most sanitary, the most economical, the most durable and the "one and only" package in which to have their flour shipped? THE JOURNAL thinks it does, and while the fight would be a strenuous one, at the same time, with the proper spirit of co-operation on the part of each and every member of the cooperage trade, the efforts, we firmly believe, would be crowned with success.

The full strength, power and effectiveness of the cooperage industry as a whole has never yet been put forth in behalf of the wooden barrel, either in defence of the barrel where substitutes have threatened its rightful fields, or in increasing and extending its volume of sales in any line or lines in which it serves as a shipping package.

Once let this strength and power come into play, as a single working unit, for the good of the wooden barrel in every field in which the wooden barrel now serves, has served, can and should serve, as a shipping package and the prosperity, growth and magnitude of the cooperage industry will surpass any conception so far held of its latent possibilities.

The question is WHEN is the cooperage industry going to concentrate its full strength to one purpose, and that purpose the protecting, increasing and extending the use of the wooden barrel.

Employee-Stock-Ownership Plan Reported Spreading in American Industry

ACCORDING to many economists and business leaders, the idea of employee-stock-ownership has spread rapidly in American industry since the war. Recent statistics indicate that more than 300,000 employees of about a score of large corporations in this country own half a billion dollars worth of stock in the concerns for which they work.

It is claimed, as a result of employee-stock-ownership, that earnings have increased, employers have been able to pay larger wages in the shape of discounts to workers who buy stock on the installment plan, and that better relations are promoted between management and employees. Moreover, industry is relieved of costly struggles between labor and capital, because labor now plays the role of capital in proportion to its ability to save and acquire stock.

It is further claimed that this system has proved far more successful than the profit-sharing plan, under which bonuses were distributed to workers at the end of specified periods. In most instances, however, in which stock is sold to the employees, the employing company has reached a point where earnings have been stabilized and the price of the stock is not subject to wide fluctuations.

WANTS IN COOPERAGE LINES

C. Mitchell & Son, Mill Village, Pa., are in the market for 200 50-gal. cider and vinegar barrels.

McLoughlin Bros., 82d St., Eastwick Ave., and P. R. R., Philadelphia, Pa., are in the market for half barrels, new or second hand, fit for paint, soap and grease.

The Cleveland Provision Co., J. R. Deitz, P. A., 2527 Canal Road, Cleveland, Ohio, will be interested in quotations about December 15th regarding their 1927 cooperage requirements. They use 3 cars of sugar barrels weekly and 15 cars of white oak lard tierces.

Trade Has Had a Good Month All Along the Line—C. M. Van Aken

The coopers in the New York district started the month of October with a good supply of orders on hand and enough cooperage stock in their sheds or on order to take care of the requirements. However, in the fruit line, the quality of the apples grown this year seems to be superior to that of ordinary years and, as a result, less apples than usual went for cider and more than usual were packed for market, so the barrel orders placed prior to the first of October did not cover all the needs of the fruit growers so they came back to the cooper for more barrels and as a result the cooper found it necessary to buy more stock.

The business booked by the cooperage stock houses during September for October shipment was sufficient to insure a fairly good demand for the month, but when we add to that the orders that have been coming in for a car of staves here, a car of heading there, and a car of hoops from somewhere else, we have found the month of October to be an exceptionally good month for cooperage shipments.

Because most of the Southwestern mills who make fruit staves had a few cars on hand which they were pleased to have an opportunity to move promptly, there has been no marked advance in stave prices in spite of this extra demand.

Hoop prices during the month have remained firm; September prices prevailing during October. Although there has been a heavier movement in pine heading, the prices of that commodity seemed a little easier during the month of October than they were during September, but taking it all together, fair prices were asked and received for all the different kinds of cooperage.

The usual volume of stock for use in general cooperage lines has continued and prices have been firm. On the whole we have had a very good month in slack cooperage all along the line.

Are You Selling Cooperage or Merely Taking Orders?

Present Day Competition Demands Modernized Sales Methods—Analysis of Consuming Markets, and Statistics as to Production, Stocks on Hand, Sales, Costs, Etc., the Only Basis Upon Which Success Can Be Built

By J. R. WILLIAMS
Sales Manager, Cooperage Department, Chess & Wymond Company, Louisville

A group of us were lounging in the smoking compartment of a sleeping car, and as usually happens on such occasions we discussed almost every subject under the sun—the World Court, the French Debt, and all the other problems of the world. Of course, we all had a solution for each and every one—all different, but, in our opinion, all winners.

Finally we got around to talking shop, and discovered that two of us were selling staple articles, one was a manufacturer, of what I can't recall at this writing, while a fourth member of the group was a young specialty salesman.

After swapping experiences for a while, this young fellow chirped up and said, "The trouble with you fellows in the staple article game is that you're not selling—you're giving too much attention to manufacture and not enough to marketing. You go along year after year using the same tactics, never changing, producing material all the time and not watching your markets to see what is happening. You don't know the possible demand, you rarely go after new markets and you let old ones slip away without an effort to hold them, blaming this condition on everything and everybody but yourselves. Take my game now, we not only manufacture but we sell. We not only produce, but we know what it costs us to produce. We survey and analyze our markets—we know what our markets hold for us, and then go after that business, and go after it hard. The order taker doesn't go with us—we've got to sell."

That was some few years ago, but the pros and cons of the discussion, made vivid impressions on my mind at the time, and these impressions were recalled when I read the Sales and Advertising editorial in the October number of THE JOURNAL.

Leaving aside that young fellow's prejudice and enthusiam in favor of "his game" as he termed it, just how much of his accusation could be applied to the cooperage industry today?

Selling Cooperage No Different From Selling Other Products

After all, selling cooperage is no different from selling any other product for which there is a demand, or for which a demand can be created; it must have merit; must be worth the cost to the buyer; and must be sold at a profit to the seller.

But are we selling? I don't think I am airing any state secret when I say there are many practices in the marketing of cooperage that almost justify the remark that "there ain't no sich animal" as real salesmanship in the cooperage trade.

Getting Business at Absurdly Low Prices Does Not Constitute Selling

For instance, when a cooper puts a price of 78 cents on a five-gallon keg, you cannot say that he is selling. No, he has either become a philanthropist, or he is in the business simply for the pleasure of counting up his losses at the end of the year. Or, take a price of $1.50 on a sixteen-gallon narrow sap white oak keg with eight heavy hoops. To my way of thinking one would have to be a super-genius in figures to discover any profit in prices like these.

> "Selling is not getting an order for just any kind of a package at any price the buyer will pay, but is, instead, convincing him that the best container is the one that will give him perfect service. * * * * Price inducements usually indicate inferior merchandise, job lots, money needs, inefficient management, etc., and are in no wise connected with intelligent selling."

Lack of Complete Statistical Information a Handicap

There are many reasons for the present condition in the selling of cooperage, and one reason is the lack of statistical information—the difference between knowing and guessing. At the last convention in St. Louis, this subject was discussed and heartily endorsed. Yet there are among those who have failed to send in their figures, some who were most enthusiastic about the adoption of a statistical service. The manufacturers of lumber have a splendid statistical organization relating to stocks on hand, sales, prices, etc., and the lumber market owes its stability to this exchange of information, but there seems to be an ever-existing sub-strata of suspicion among cooperage manufacturers which makes it almost impossible to compile complete and comprehensive figures. Now if we want to take a step forward in improving our individual businesses, and the cooperage business as a whole, we've got to send in full statistics to our Association, and have the figures CORRECT. We ought to have sales quantities, prices, and shipments.

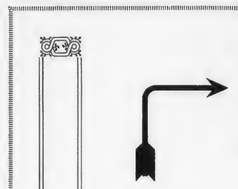
Sell the Best Barrel for the Purpose Intended

Selling is not getting an order for just any kind of a package at any price the buyer will pay, but is, instead, convincing him that the best container procurable for his purpose is the one that will give him perfect service. After you have convinced him of this fact you will have no trouble whatever securing a reasonable price for your product—a price that will net you a profit.

Selling barrels that are not suited for the product the customer intends to put in them is seriously hurting the cooperage business today. Everyone of us knows that there is a world of difference between the quality of what is called a "tight sap" white oak barrel and a white oak spirit grade barrel, and unless the tight sap package is coated it will not prove satisfactory in 95 out of 100 cases. Not one of us is so ignorant as to believe that a tight sap white oak package is anything more than a high grade white oak cider barrel, yet there are those in the trade who are "selling" this grade of barrel as being just as good as white oak spirit grade—but cheaper. And that's not all—they're charring them, too. But what does the customer think? That's quite another thing! Every "sale" of this kind convinces some buyer that the coopers have forgotten how to make quality barrels, and he starts looking for some other type of container as a substitute.

Legitimate Cooperage Brokers a Part of Industry's Economic Structure

Another evil in the selling end of the cooperage business is the manipulation of prices by a certain type of broker or representative. Now don't put the wrong construction on that statement. I would be the last one to say that legitimate cooperage brokers are an evil. They are not. As a matter of fact they are part of the economic structure of the cooperage industry, and when it comes down to a final analysis, there is more real salesmanship shown by the cooperage brokers than by some cooperage manufacturers. Nevertheless, for the wel-



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BIRMINGHAM....Brown-Marx Bldg.
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DENVER.....First Nat. Bank Bldg.
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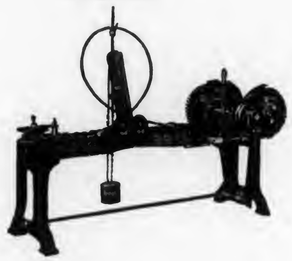

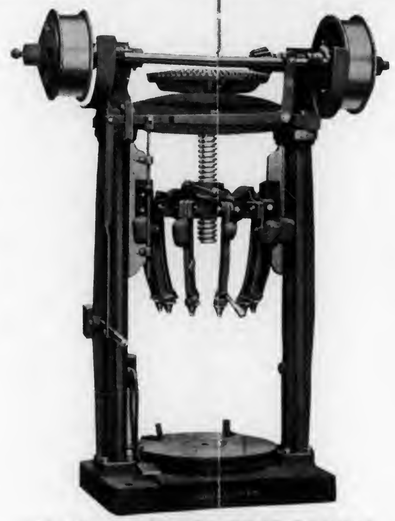

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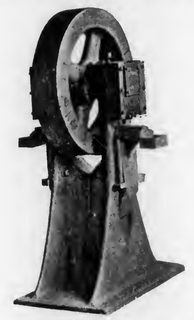

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fare of the legitimate cooperage brokers, it would be better if some of the so-called brokers were eliminated from the trade.

Transactions of This Kind Succeed Because of Faulty Sales Knowledge

Let me cite an instance which comes to mind of a transaction of one of these so-called brokers. The broker wired a cooper that he thought he could get a large order for five cents less than the cooper's quotation. The cooper promptly wired him to cut the price, but the broker wired another cooper that he could get the business for five cents less than the cut price, and so on, until finally the business was booked at thirty-five cents less than the first quotation.

I will admit that if the coopers quoting had known their costs, and had known anything about salesmanship, they would not have been taken in, and the above transaction is but another illustration of the lack of selling knowledge in our industry.

Cooperage Manufacturers Must Adopt Present Day Competitive Methods

Some coopers have not learned the business lessons of competition, and have not fully adapted their businesses to changed conditions. Back in the days when a Kentucky colonel's reach for his hip-pocket was a threat instead of a promise, a lot of coopers made whiskey barrels and merely disposed of the off-grade packages and materials for other purposes. The tin cans and tank wagons, steel drums and tank steamers had not invaded the provision and oil trade, and the business just rolled in. But nowadays friend Emerson's theory about the builder of a better mouse-trap won't work. It is necessary to go after cooperage business just like any other kind of business. Reverting back to the young specialty salesman, we've got to stop being order takers—we've got to sell!

Suggestions That Will Lead to Better Selling and More Profits

I know it's easy to sit around and find fault, and grumble, and take the attitude of an "I told you so,"—any old grandmother can do that—but what can be done to help the situation?

Closer co-operation in the work of, and full trade membership in the cooperage industry's Association appears to be the first need. With the aid of intelligent statistics as to stocks on hand, sales, unfilled contracts, prices, shipments and similar data, we can get a good start.

Then a careful analysis of consuming markets, and what proportion you can reach advantageously—which means at a profit. This analysis should also develop the best method of getting your sales message across.

Low Price Sales Are a Liability to an Industry

Then go after sales intelligently. Price inducements usually indicate inferior merchandise, job lots, money needs, inefficient management, etc., and are in no wise connected with intelligent salesmanship. A sales department should intelligently inform a prospective customer as to the kind of package that will meet his requirements, including any special hooping, coating, finish, etc., as well as naming him a price.

Know Your Costs

Then get costs figured by someone who can do it, and don't fool yourself. Quit guessing and trusting to luck. You will save money by hiring an expert who is familiar with cost accounting to do this work. When you have done this, then see if there is a reasonable profit between your costs and selling price. If there isn't, see if costs can be lowered by manufacturing and other economies, so that it is possible to compete and still make a profit—but under all circumstances keep *quality* and *service* at the top notch.

Bargain Sales Have No Place in Cooperage Business

Did you ever call up any of the big oil companies and ask them for a price on gas, and then tell them you can buy it from a competitor for less? Or did you ever try this on your hoop steel man? Yet how often is cooperage business taken at the customer's price.

Quit running bargain sales. Remember that there were only 21 million barrels made before the country was made safe for hypocrisy, while there are 16 million made now. We've simply lost the whiskey barrel business, and have overcome other competition by finding new uses for cooperage.

Where There's a Will There's a Way

Start right by filling out the Association stock blank accurately, and then do some constructive thinking about your business. If you can't do this—you'll save money by quitting right now.

Latest Estimates Place Apple Crop at 38,508,000 Barrels

Due to adverse weather conditions in September the estimated volume of apples that will seek a market as fresh fruit is reduced.

In New England the volume now expected to be of commercial grades is 98.6% of last year's commercial crop and 127% of the 5-year average. For each New England State the present forecast of apples that will be available as fresh fruit is less than a month ago. This reflects some decrease in the entire crop and also the results of closer grading which is likely to result in leaving a larger part of the crop on the farms or for sale to by-product plants.

Closer Grading of Apples in New York State Fruit Marketed of Better Quality

The New York State Department of Farms and Markets advises that the apples now being packed in New York State are being graded much closer than in former years and should result in a better quality of fruit being marketed in both barrels and baskets this year than ever before. While the total apple crop of the State is estimated at 39,150,000 bushels compared with a crop of 32,500,000 harvested in 1925 the amount put on the distant markets may be actually smaller than in 1925 on account of the closer grading of fruit which is taking place. At the present time, however, the commercial crop is estimated at 6,819,000 barrels. In 1925 about 6,250,000 barrels were harvested.

Virginia and Pennsylvania Crops Much in Excess of 1925

Large crops of apples are reported from most of the late apple States. The harvesting of the crop is well under way in Virginia where the crop is estimated to be 18,547,000 bushels of which 3,072,000 barrels are classed as commercial compared with 1,440,000 a year ago. Last year the total crop in Virginia was about 7,844,000 bushels. In Pennsylvania a crop of 14,662,000 bushels is planned for. The Pennsylvania crop last year was about 6,970,000 bushels. Considerably larger crops of apples are reported from the States of Washington, Oregon and California than were harvested in 1925. Their combined crop last year was about 40,966,000 bushels. This year it is estimated at 51,353,000 bushels. The commercial crop in the Pacific Coast States a year ago amounted to 10,963,000 barrels. This year with closer grading it is estimated at 12,147,000 barrels.

Entire United States Production 38,508,000 Barrels

A crop of 234,252,000 bushels is now looked for in the United States. Last year a crop of about 171,706,000 bushels was harvested. The commercial crop is reported to be 38,508,000 barrels. The 1925 commercial crop reached a total of 33,044,000 barrels.

The report of the Department of Agriculture on commercial apple conditions as of October 1st follows:

	Condition Oct. 1 %	Estimated Production 1926 Barrels	Production 1925 Barrels
Maine	48	432,000	645,000
N. Hampshire	76	255,000	237,000
Vermont	61	135,000	170,000
Massachusetts	84	818,000	655,000
Rhode Island.	78	72,000	57,000
Connecticut ..	89	324,000	300,000
Total N. E...	70.9	2,036,000	2,064,000
New York ...	81	6,819,000	6,250,000
Pennsylvania.	84	1,625,000	1,011,000
Virginia	85	3,072,000	1,440,000
West Virginia	85	1,502,000	749,000
Illinois	65	1,234,000	1,164,000
Michigan	68	1,591,000	1,700,000
Missouri	48	560,000	646,000
Idaho	73	1,127,000	1,700,000
Washington..	77	8,470,000	8,570,000
Oregon	90	1,628,000	1,296,000
California ...	84	2,049,000	1,097,000
U. S. Total ..	77.9	38,508,000	33,044,000

C. MITCHELL & SON, MILL VILLAGE, PA., cider and vinegar manufacturers, do not look for a large production in their locality this season. However, they are in the market for 200 50-gal. 6-hooped oak barrels.

Return the Wooden Barrel to the Flour Trade

Baking Industry Affords Unparalleled Opportunity for Trade Extension Work—Consumes Over 60,000,000 Barrels of Flour Yearly

Not so many years ago the November issues of THE JOURNAL carried page after page of trade reviews and forecasts from flour millers, together with information as to their cooperage requirements, which at that time approximated millions of barrels. Within a short space of years, however, the use of the wooden barrel has dwindled and dwindled in the flour milling trade, until today the use of cooperage by millers is exceedingly small.

This situation has not been due entirely to economic reasons, as some would have us believe, nor has it been due to any weakness of the wooden barrel as a shipping package, because the wooden barrel as a container for flour has no superior. The sack as a substitute for the barrel obtained a foothold in the flour milling industry, and increased its prestige and protected its interests year after year to a great extent by the legwork of its salesmen and by the liberal use of printer's ink in the form of trade paper and direct mail advertising.

It is true that the congestion of the larger cities has very materially aided the demand for the sack by the housewife, because of lack of storage space sufficient to care for a barrel, and the possibilities for regaining this trade for the wooden barrel may in a measure be limited. But in the baking industry, both as it applies to the commercial bakery, and the bakeries of hotels, restaurants, and institutions of various kinds, there exists a field for wooden barrel trade extension that is of large magnitude.

Carroll K. Michener, managing editor of *The Northwestern Miller*, writing THE JOURNAL on present conditions in the flour milling industry, and its use of the wooden barrel, covers the situation thoroughly, and while the facts set forth in his letter outline the steady decline of the wooden barrel in the milling trade, these same facts, we believe, should act as an incentive to each one interested in the cooperage industry that will induce him to expend every effort possible, and assist in every endeavor that has for its aim the return of the wooden barrel to the flour milling field. Mr. Michener's letter follows:

MINNEAPOLIS, MINN.,
October 20, 1926.

EDITOR, THE JOURNAL:

Concerning present conditions in the flour milling industry, with regard to the use of wooden barrels, we find it necessary to say that the wooden barrel figures today in only a very minor way in the manufacture and distribution of flour on this continent. This situation is adequately indicated by statistics that can be found on page 75 of the 1926 issue of the *Miller's Almanac and Year Book*. It is shown there that since the beginning of this century there has been a steady annual decline in the number of flour barrels manufactured in Minneapolis. Cooperage shops here made 3,450,605 flour barrels in 1901, against 771,570 in 1917, when reports of this kind were discontinued. The percentage of Minneapolis flour output shipped in barrels in 1901 was 22, as compared with 4.3 in 1917.

There is no adequate data upon which to make an estimate of the number of flour barrels used on this continent today. Intelligent opinion in the trade indicates that considerably less than one per cent. of the flour manufactured in the United States and Canada is now packed in wooden barrels. This would point to a figure well under one million.

Of course, there are many localities, such as the fishing communities of the Atlantic Coast, particularly in sections of Newfoundland and Nova Scotia, where the wooden barrel is still preferred, for obvious reasons. Fishermen find the barrel most useful for handling products of their own, after it has served in its original capacity. A number of rural communities in the interior seem to cling to the flour barrel, particularly in those sections where distribution problems require a very durable container and a convenient method of storage.

Growth of the commercial baking industry of this country seems to offer a steadily improving opportunity for the extension of cooperage manufactures designed for the special needs of the bakery and allied industries of supply. Wooden barrels are used as containers for many of the ingredients, particularly the chemicals that are used in bakeshops.

Yours very truly,
CARROLL K. MICHENER,
Managing Editor,
The Northwestern Miller.

Bakeries Consume in Excess of 60,000,000 Barrels of Flour Yearly

Mr. Michener's statement with regard to the market for cooperage in the baking industry does not refer to the flour barrel, but rather as a container for other supplies purchased by bakeries. However, an analysis of the baking industry's flour requirements, as made by the Continental Baking Corporation, shows that about 47% of the yearly production of wheat flour in the United States is consumed in home baking, baking by hotels, restaurants, and similar establishments, and for industrial uses. Commercial bakeries take about 36% of the remaining production, while 17% of the total flour production is included in exports, flour on hand, and flour in transit.

33,000 Bakeries in the United States

It is estimated that there are about 33,000 bakeries of all kinds in the United States. In terms of quantity the Continental study indicates that these bakeries used in 1923 (the latest year for which complete figures are available) about 41,789,000 barrels of flour compared with the use of some 54,600,000 barrels in home and institutional baking. Of the latter amount home baking alone, according to the closest approximation that can be reached, consumed over 34,000,000 barrels, or about 82 per cent. as much as the flour requirements of all the country's bakeries.

1923 Flour Production Estimated at 115,644,000 Barrels

Total domestic production of flour in 1923 was estimated by the Department of Agriculture at 115,644,000 barrels and imports were 268,000 barrels. These quantities, less estimated carry-over of 213,000 barrels, gave a net total supply for 1923 of 115,699,000 barrels. The Continental Baking Corporation's study arrives at the following detailed accounting for disposal of the above supply:

	Bbls.	Per cent. of Total
Used by bakeries reported in U. S. Census, 1923..	34,964,075	30.3
Used by small bakeries not included in that census	6,825,000	5.9
Used in home baking...	34,191,061	29.5
All other users (hotels, etc.)	20,409,008	17.6
Exports	16,309,856	14.1
In transit	3,000,000	2.6
Totals	115,699,000	100.

4,000,000 Barrels of Flour Consumed for Biscuits and Crackers

The census figures quoted above include returns from 167 biscuit and cracker bakeries which in 1923 produced 1,133,257,919 pounds of goods. Allowing for milk, shortening and other ingredients in the above total, it is apparent that some 4,000,000 barrels of flour entered into this output of the biscuit and cracker bakeries. If these 4,000,000 barrels be deducted from the total used by all bakeries there are left 37,789,075 barrels representing the consumption of flour by bakeries producing bread, rolls, etc., as against the estimated use of 34,101,061 barrels in homes.

Has Been a "Journal" Reader for Thirty Years

HOULTON, MAINE,
October 18, 1926.

EDITOR, THE JOURNAL:

Please find check enclosed, in amount $4.00, for two years' subscription to THE JOURNAL, 1927 and 1928.

I have been a JOURNAL reader for almost thirty years, and hope to enjoy reading it for another thirty years.

May your efforts in behalf of the wooden barrel always meet with success.

Very truly yours,
W. H. HARDING.

Careful Preparation of Wooden Barrels by Potato Packers Will Prevent Damage and Loss

Close Study by Freight Container Bureau Discovers Many Reasons for Damaged Shipments—Specifications and Regulations Governing Loading and Care of Barrels Slighted by Packers — Ways and Means to Overcome Difficulties Urgent

By A. J. LORION
Engineer, Freight Container Bureau, American Railway Association

The casual observer, and many times the actual receiver and shipper of commodities will place the blame for damage in transit either on the railroad or on the shipping package, failing to take into consideration the possible carelessness on the part of the packer.

The best shipping package obtainable will not give adequate protection if the shipment is not properly prepared, or the goods properly packed.

The American Railway Association, through the investigations of its Freight Container Bureau, is endeavoring to emphasize efficient packing methods as an essential part of production. Losses mounting into many thousands of dollars each year could be avoided by greater supervision in the packing and preparation of shipments, and the problem is deserving of closer study by both manufacturer of shipping package and consumer alike.

For THE JOURNAL'S Wooden Barrel Consuming Number, I feel sure the following short study of the wooden barrel in the shipments of new potatoes in Florida and Eastern Shore points will prove interesting reading.

The survey or study does not outline any new specifications, or any suggested changes in those now shown in Agent Dulaney's Tariff. The investigation which was made by the Freight Container Bureau's engineers was an effort to bring the attention of the potato shippers to some of the reasons why their product arrives at destination in damaged condition. The material for this study was secured by visits to originating points in Florida, Maryland and Virginia, and from examinations of a considerable number of cars at destination.

Type of Barrel Used for New Potato Shipments

The wooden barrel generally used for the shipment of new potatoes from Florida and the Eastern Shore district of Virginia and Maryland is, as JOURNAL readers undoubtedly know, of that type known as the slack barrel, as distinguished from the tight barrel, the veneer or open stave barrel, and the basket barrel. In Florida, the barrel is provided with two wooden heads, and is known as a double-headed barrel. In the Eastern Shore district, the barrel has one wooden head and one burlap head. During the past few years a great amount of breakage has been experienced in transit, many carloads arriving at destination with a number of the barrels falling apart, and their contents spilled on the floor of the car.

From our experience we were positive that there were more causes for this damage than a defective shipping package, and we therefore decided to go into the matter thoroughly, and ascertain the reasons for the excessive losses occurring.

Exhaustive Study Made of Handling Method

Sufficient time was spent at the important shipping points, centering around Hastings in Florida, and from Cape Charles to Kiptopeke and Onley in Virginia, and around Delmar and Seaford in Maryland, to become acquainted with the usual handling methods and with existing conditions. Several large receivers of potatoes in the northern markets were interviewed, and the officials of many delivering railroads reported their experiences concerning the wooden barrel as a shipping package.

Damage Could Be Avoided by Greater Care

There was general agreement that an unnecessary amount of damage was present in carload shipments of potatoes, and that such damage could be reduced by more care in the preparation of the barrels for shipment by the potato grower, as will be explained later.

Opportunity was had for personal observations and examination at destination stations of the condition on arrival of many carloads, and the records of the railroads and their collection of photographs were available for study.

Losses and Damage Not Fault of Potato Barrel as a Package

The typical failure of the double-headed potato barrel is the loss of the head and the collapse of the staves. This failure occurs usually in the bottom layer of those cars in which the barrels are loaded on the bilge throughout. In most cases, it is found that the hoops of the barrel are not in their original position, having been pushed away by contact with hoops of adjacent barrels.

The failures of barrels with burlap tops consist of the burlap being pulled off when barrels are loaded on bilge and the collapse of barrels due to forces too strong to be withstood by an unheaded barrel. The pushing of hoops away from their original position is found in this type of barrel also.

The barrels used for potato shipments from both of these producing sections are made by the usual slack barrel processes.

The barrels are assembled with sixteen staves, four or six of which have been notched at the quarter points to provide for ventilation of the contents.

The hoops are frequently made to the proper size by trying them over the barrel after it has been assembled and held by "standard" iron hoops. The ends of the hoops are properly held together by nails or staples, but are held in place on the barrel *by one nail only*. It is impossible at time of manufacture to nail the hoops securely to the barrel because the barrel may be stored for an indefinite length of time before being used. The barrel dries out considerably during this period and the hoops become loose. The manufacturer puts in only one nail so as to hold the hoops approximately in position during storage and delivery, it being expected that the user would cooper the barrels by driving the hoops tight and nailing them as required by the tariff.

Potato Packers Fail to Follow Tariff Specifications

Inspection at destination of barrels which have collapsed shows that in most cases there have been only two or three nails driven through each hoop into the barrel. As the tariff specifies eight nails to be so driven, and as no examples have been found of collapsed barrels having eight nails to the hoop, it would appear that this slighting of the nailing is one of the contributing factors of the failure.

When the hoops of a barrel have worked loose, due either to contact with an adjacent barrel or rubbing against the floor, it is apparent that the staves will not hold tightly together. This loosening of the staves allows them to "spring" and to a certain extent release their hold on the barrel heads.

The tariff calls for the use of two headliners on each head of each barrel. It does not appear to be the practice in either of the producing sections to use these headliners. One shipper at Hastings, however, has used these headliners and both his representatives and representatives of delivering railroads testify to the fact that barrels with headliners are generally in much better condition than barrels on which headliners are not used.

Potato Packer Should be Educated on Preparation of Barrel

Observations in the potato fields bring to light the usual practice of the shipper in

handling the barrels before they are filled. The barrels upon being delivered from the manufacturer are gone over by one of the laborers who is supposed to drive the hoops tight and to nail them. The laborer usually hunts for the single nail which the manufacturer has put in the hoop and then going around to the opposite side of the barrel, drives the hoop down as far as possible with a couple of blows of the hammer, and drives a nail. He may occasionally drive one or two more nails in the hoop at other points. The hoops, as it will thus be seen, are not driven tightly and completely around the barrel but are left at an angle. This careless attempt to drive the hoops tight can not under any conditions result in a barrel which is as tight and sturdy as if the hoops were driven down all around the barrel.

Again, the failure to put enough nails to hold the hoop in position after being driven tight is carelessness which probably contributes to a great extent to the later failure of the barrel.

Improper Nailing of Heads Weakens Wooden Barrel

It was also noted that the nailing of the heads of the barrel was carelessly done. The tariff calls for eight nails to be driven through the end hoops into the head. In most cases, more nails than eight were driven, sometimes as high as 40 nails, but it was seldom that these nails were all effective. They were driven at any angle, and frequently did not hit the head at all. The upper hoop of the two top hoops which are driven into place after the head of the barrel is inserted in the croze, frequently are not driven far enough onto the barrel and when the barrel is later up-ended and rolled, the end hoop is split and pulled off.

When burlap tops are applied, they are placed on the top of the barrel over the second top hoop, and the top hoop then forced down more or less securely into place. It is customary to nail this top hoop with from six to ten nails. This appeared to be satisfactory in most cases, although the tops will frequently pull loose when the barrel is loaded on the bilge.

Methods of Loading

The tariff specifies that the barrels be loaded on end for the first two layers in the car and on their bilge for the top layer.

In Florida, it is the customary practice to load all barrels on their bilge, this being permitted by the second exception on page 26 of Dulaney's Tariff No. 4. In the Eastern Shore District, the first two layers are loaded on end except when the second layer is incomplete, in which case some of the barrels are loaded on their bilge to form a bracing for the barrels on end. This method is permitted by Dulaney's Tariff as well as by the circulars issued by the Transportation Division of the American Railway Association and by the Pennsylvania Railroad for shipments on their Norfolk Division.

The reason for loading the barrels on the bilge in Florida is not definitely known. The shippers state that it is easier to do it that way, but there also appears to be the question of "appearance at destination" to be considered. This theory is that the potatoes, being green at origin, will shrink in transit and will fail to fill the barrel completely. If the barrel is loaded on end, and opened at destination before being unloaded, a certain amount of shrinkage will be apparent. On the other hand, if the barrels are loaded on their bilge, the necessary disturbance to up-end them before inspection will shake the potatoes sufficiently to conceal part of the shrinkage.

On the Eastern Shore, where the barrels are provided with a burlap top instead of a solid head, it becomes necessary to load the barrels on end; otherwise, the burlap heads would be pulled loose and the barrels emptied of their contents.

Shippers, Receivers and Railroads Attribute Breakage to Improper Preparation

It is the consensus of opinion of shippers, receivers and railroadmen that much of the breakage can be attributed to improperly coopered barrels. It also seems to be agreed that the loading of barrels on end subjects them in transit to a minimum of destructive forces. This method allows the barrels in the bottom layer to carry the weight of the upper layers to the best advantage. However, it is not felt that the loading of double-headed barrels on their bilge will subject a *properly coopered barrel* to any force which it cannot successfully withstand.

How Wooden Barrels Should be Prepared

Thus the elimination of breakage in carload shipments of barreled potatoes apparently rests upon the proper preparation of the barrel by the shipper before it is filled with potatoes. The hoops should be driven down all around the barrel (even though it does loosen the nail driven in at the factory), so that the staves will be held tightly together. At least eight nails, as called for by railroad regulations, should be driven through each hoop, thus insuring that they will not be knocked loose in transit.

When wooden heads are used, at least eight cement-coated nails should be *effectively* driven through the hoops into the heads, and when burlap tops are used, the top hoop should hold the burlap securely over the barrel top, and the hoop should be securely fastened with the required eight nails.

Headliners, two to each head, placed across the ends of the boards will prevent wooden heads from falling out. For if the barrel staves become loose and allow the head to fall out, the weakened barrel then has no strength to resist being crushed by the weight above it.

Strong, Well Coopered Barrels Prevent Loss

A carload of strong, well coopered barrels, properly loaded either on end or on the bilge, can reasonably be expected to carry through to the consumer in good condition.

Agent Dulaney's Tariff Specifications for Potato Barrels

The following specifications for the potato barrel as outlined in Agent Dulaney's Tariff No. 4, ICC No. 18, if properly lived up to by both manufacturer and shipper, will produce a wooden barrel that will meet all requirements of transportation conditions, and will carry its contents in a safe and secure manner:

Dimensions—Length of staves 28½ inches, diameter of heads 17⅛ inches, distance between heads 26 inches, circumference of bilge 64 inches outside measurement, and the thickness of staves not greater than 4/10 of an inch; provided that any barrel of a different form having a capacity of 7056 cubic inches shall be a standard barrel. (U. S. Government Standard, adopted by an Act of 63d Congress.)

Top and bottom to be of wood ½ inch thick inserted in a croze not less than 3/16 inch deep and to be reinforced by liners not less than 8 inches long and nailed securely as an additional support. Top and bottom each to be further held in place by eight 4d common nails driven through the outside hoop and the shell of the barrel into the top and bottom at right angles. Special care being taken to see that the nails do not miss fire but are securely embedded in the wood of top and bottom. Six Standard Western hoops, two at top, two at bottom and one each on the quarter bilge, each to be securely nailed to barrel by not less than eight cement-coated 4d nails; or four Standard Western hoops and two eleven-gauge wire hoops to take the place of the second wooden hoop at top and bottom, or two flat metal hoops of 22-gauge 1⅝ inches wide, one at top and one at bottom, and two flat metal hoops of 23-gauge 1⅜ inches wide, one each on the quarter bilge, each to be securely fastened to barrel; or two Standard Western hoops, one at top and bottom, and four eleven-gauge wire hoops, two to take the place of the second wooden hoop at top and bottom and one each on the quarter bilge, the latter to be securely fastened to the staves with staples of not less than 20-gauge wire. Wood to be of seasoned pine or gum or wood of equal strength, free from injurious knots or decay from exposure to the weather.

If burlap or cloth cover is used in place of wooden tops, it should be placed on top end of the barrels over the second top hoop, which should be of wood in this case covering the entire circumference and the top hoop forced down, confining the edges of the burlap between the two hoops and nailed securely to the barrel around the entire circumference with not less than eight cement-coated 4d nails.

All Can Aid in Cutting Down Freight Losses

The Freight Container Bureau of the American Railway Association is always on the alert for ways and means of overcoming losses in damage in transportation. Through the various investigations and studies it has made in the past few years, considerable savings have been effected to the manufacturer, the shipper and the railroad, but the surface has only been scratched in this respect. There are many, many ways in which every one concerned in the shipment of goods can help to overcome the enormous losses each year in transportation of commodities.

There is a greater need of co-operation between the package manufacturer and package consumer. The day has passed when the manufacturer of shipping packages can consider his job finished when he sells his product to the consumer. He should consider it his duty to ascertain the best methods of using his package, and see that the proper instructions are passed along to the consumer, so that extreme care is taken by the packer in properly preparing the shipment.

Wooden Barrel Manufacturers Should Get Together With Potato Growers on Package Problem

With particular reference to the wooden barrel in the potato growing field, we believe that if the barrel manufacturer and the potato grower will get together on ways and means whereby the carelessness in the packing of potato shipments could be quickly and permanently overcome, mutual advantages and benefits will accrue.

It might not be a bad idea for the barrel manufacturer to place a card of instructions on the barrel outlining the exact method that should be followed in preparing the barrel for shipment. This might mean a small addition to cost, but the savings which would result and the losses which would be avoided would far exceed this additional cost, and the co-operation would no doubt be welcomed by the potato shipper.

The wooden barrel business in the Southeastern potato field is of no small proportion, and we believe it is worth efforts on the part of wooden barrel manufacturers to educate the consumer in the proper preparation of his package.

Australian Brewing Industry Holds Trade Opportunity for Canadian and American Coopers

The September 4th issue of the Canadian *Commercial Intelligence Journal* contained the following article by C. Hartlett, office of the Canadian Trade Commissioner, at Melbourne, Australia, under the title "Australian Cooperage Requirements":

"The Australian brewing industry is a very extensive one. At the end of 1924 there were fifty-seven breweries in operation in the various States employing 3,854 hands and the total output was 66,641,251 gallons valued at £6,887,462.

Present Needs Supplied From Home Sources

"Inquiries were recently made on behalf of Canadian manufacturers of oak beer casks as to the prospects of marketing their products in Australia. It was found that at present requirements are obtained from Australian sources of supply both in manufacture and the timber used. Most of the casks used are made of 'blackwood' (hardwood) staves which are split from specially selected portions of the tree trunk and in the rough are not less than 2 inches in thickness so that in the finished stave the thickness shall not be less than a full 1½ inches. The heads in some classes of casks used are made entirely of New Zealand 'Kauri' sawn to finish not less than 1⅛ inches, in others of 'blackwood' and Western Australian 'she-oak,' and in some instances a mixture of both these woods is used.

Capacity of Australian Brewery Cooperage

"The contents of the Australian beer casks are governed by excise regulations, and are as follows: hogsheads, 54 gallons; barrels, 36 gallons; halfhogsheads, 27 gallons; kilkerkins, 18 gallons; firkins, 9 gallons.

"As most of the leading breweries send their products over considerable distances, including the tropical sections of the country, the casks used are possibly a little heavier than those of breweries not distributing their beer by rail and steamer into widely varying latitudes. As they have had no experience in recent years in the use of oak vessels other than extremely light ones that have arrived occasionally from overseas with liquid goods, it is difficult for Australian brewers to express an opinion as to how Canadian oak staves would suit their requirements or how prices on the sizes and thickness of staves and heads given above would compare with those of present sources of supply.

Co-operation of Canadian and American Trade Commissioners Available

"It is suggested that interested Canadian manufacturers of oak barrel staves and heads, suitable for beer containers, forward particulars and f. o. b. steamer prices of their products to the Canadian Trade Commissioner, Melbourne, Australia, for the consideration of some of the largest Australian brewing establishments, and thus ascertain definitely whether they can meet existing competition."

Manufacturers of brewery cooperage in the United States may forward specifications and prices to Mr. Elwood G. Babbitt, American Trade Commissioner, Kembla Bldg., 60 Margaret St., Sydney, or to Mr. Julian B. Foster, Assistant Trade Commissioner, Chancery House, Melbourne.

Cottonseed Crushed So Far Under 1925 Total for Same Period

According to report the total cottonseed crushed during the two-month period, August 1 to September 30, totaled 538,365 tons, compared with 601,514 tons in the same period last year, and cottonseed on hand at mills September 30 totaled 577,981 tons, compared with 779,430 tons a year ago, the census bureau announced today.

Cottonseed products manufactured in the two-month period and on hand September 30 included:

Crude oil produced 156,111,308 pounds, compared with 175,755,391, and on hand 58,158,232 pounds, compared with 53,813,614.

Refined oil produced 93,188,535 pounds, compared with 123,254,830, and on hand 64,567,610 pounds, compared with 57,308,614.

Brief Reports from Wooden Barrel Consuming Industries

BLISH MILLING CO., SEYMOUR, IND., report flour business from fair to good. They use in the neighborhood of 2,000 wooden barrels yearly, which packages are supplied by local coopers.

WOLFF MILLING COMPANY, NEW HAVEN, MO., state that conditions in the milling industry are good at present. They used about 1,100 barrels in 1925 and purchase their cooperage in the Chicago market.

POWERS - WEIGHTMAN - ROSENGARTEN CO., PHILADELPHIA, extensive manufacturers of chemicals, make no report on business conditions, but do advise they use 25,000 barrels and kegs yearly. Their present supply of cooperage is already assembled and in stock.

HUNTER MILLING CO., WELLINGTON, KANSAS, say that business is fair at present. This company bought 50 wooden barrels recently which is the first cooperage they have purchased in 10 years. In 1916 they required about 10,000 barrels for their barreled output. May their use of cooperage increase from now on. Advertising and promotion of the wooden barrel would aid greatly in bringing about this much desired condition.

FITZPATRICK COMPANY, HELENA, ARK., do not report on trade conditions, but do advise they are in the market for tight barrels.

L. G. CAMPBELL MILLING CO., BLOOMING PRAIRIE, MINN, are finding trade in flour satisfactory just now. However, they have discontinued the wooden barrel as a shipping package, all their output now going forward in sacks.

THE GOSHEN MILLING CO., GOSHEN, IND., write that business with them is quite good, but their use of cooperage is very small, approximately 5,000 to 6,000 wooden barrels yearly.

C. K. WILLIAMS & CO., EASTON, PA., manufacturers of dry colors, fillers and similar products, advise that business at present is in good shape. They use from 125,000 to 150,000 kegs yearly, which packages are made in their own cooper shop.

PENINSULAR MILLING CO., FLINT, MICH., term present trade conditions as fair. They will use but 100 wooden barrels this year, claiming that flour consumers will not pay for barrels.

EXCELSIOR PASTE CO., 308 NEW ST., PHILADELPHIA, advise they find business fair to good. This concern purchases approximately 10,000 barrels and 1,000 kegs yearly. They use second-hand packages and are supplied by local coopers.

KELLOGG & MILLER, AMSTERDAM, N. Y., linseed oil producers, report only a fair demand at present. They say their plant is operating on 50% capacity basis. This firm uses from 25,000 to 50,000 recoopered barrels yearly.

HEYDEN CHEMICAL CORP., FORDS, N. J., state that in the chemical industry conditions are good. They use 50 cars of wooden barrels yearly but are not in the market at present.

Flour Barrel Still the Leader in Buffalo Market

Volume of Orders Received Shows Increase Over Last Month—Closer Grading of Apples Guarantees Active Season for Cider and Vinegar Trade

The slack cooperage demand continues active with Buffalo coopers, particularly for flour barrels. This is the season of the year when flour trade ought to be on an increasing scale and such appears to be the case this year. Many of the flour barrels wanted are going into the export trade. This class of trade always requires a good heavy well-made barrel.

Apple Barrel Demand Supplied

The fruit barrel demand is now pretty well supplied for the season. Some of the coopers who have catered to the apple barrel trade have received 70 cents for their barrels. Quite a good many apples have not been picked because the price is so low. No quotations have been made yet on winter fruit, but fall fruit is down to 50 cents a bushel, which is unusually low. All fruits are low, except pears, which are $2 per bushel.

Wooden Keg Aids in Erie Canal Centenary Celebration

A keg of water from Lake Erie was poured into the Atlantic Ocean at New York when the Erie Canal was opened in 1825 and a little over a century later the compliment was returned, when, on October 15, 1926, a keg of salt water from the Atlantic was poured into Lake Erie at Buffalo. This latter event was in connection with the centennial anniversary of the canal opening, with appropriate exercises and a parade.

The keg used in the centennial celebration probably traveled faster than any keg in the world's history. It took 21 days to carry a keg of salt water to Buffalo on the canal boat "DeWitt Clinton" in 1825. The distance from New York to Buffalo was covered in two hours and thirty-three minutes in 1926 and a keg of fresh water was carried from Buffalo to New York in two hours and fifty minutes. The method of transportation in this instance was obviously not by canal, but by airplane. It is not likely that many airplane cargoes of water in kegs will be carried between the two cities in future, as this sort of traffic would be rather expensive. The novelty of the trip in this instance, the contrast with the slow transportation of a century ago, and the importance of the centennial of the waterway, should make the keg worthy of a place in a historical museum.

Banner Mill Changes Ownership

The Commander Milling Co., Minneapolis, has entered the milling industry of Buffalo, having acquired the Banner Mill, which was established many years ago and which has been run for several years by the J. A. Walter Milling Co. The mill has a capacity of about 1,000 barrels a day and this is expected to be increased. The company has a large and established flour trade and will be an important factor in the local market.

Cider and Vinegar Season Getting Its Stride

The tight barrel trade has been good up to recently, but it now shows some tendency to fall off. The cider and vinegar manufacturers have to a large extent filled their needs during the past two or three months and are now looking after shipments of barrels already ordered, rather than placing new business. The big apple crop and low prices will make active work for the cider and vinegar plants this fall. Fifty-gallon oak barrels are quoted at $2.85 to $3 in car lots.

Slight Easing Up in Slack Cooperage Stock Quotations

Prices on slack material are not much changed, the tendency, if anything, being slightly downward. The lack of demand for fruit barrel stock has eased off prices in that line. Quotations as of October 21st are as follows:

5′ 6″ hoops	$17.50 to $17.75
6′ hoops	18.35 to 18.75
6′ 9″ hoops	19.00 to 19.25
No. 1, 28½″gum mixed staves	16.50 to 17.00
No. 1, 30″ gum mixed staves	17.25 to 17.50
Mill-run, 28½″ cottonwood	13.25 to 13.50
Mill-run, 28½″ gum mixed.	12.50 to 12.75
No. 1, 17⅛″ basswood heading	14½c to 15c
Mill-run, 17⅛″ h'dw'd heading	10¾c to 11¼c
Mill-run, 17⅛″ pine heading	9½c to 9¾c

Business Briefs From Buffalo Trade

The Buffalo Barrel & Keg Co. calls business pretty fair at this time. The plant is making vinegar, cider and wine barrels mostly, both for the local and out-of-town trade.

The Quaker City Cooperage Co. is getting a good run of flour-barrel trade and reports an increase in business as compared with several weeks ago.

The Niagara Cooperage Co., Lockport, has had a fair fall trade in flour barrels, with a rather light demand for apple barrels.

Jackson & Tindle state that cooperage material holds fairly steady in price, with heading firm. Demand for apple barrel stock is rather small.

It is reported from Blountsville, Fla., that J. H. Clendenon is installing additional machinery to manufacture rosin barrel staves and heading.

American Steel & Wire Company Enlarges Scope of Birmingham Office

CHICAGO, ILL.

EDITOR, THE JOURNAL:

The American Steel & Wire Company has maintained a sales office in the Brown-Marx Building in Birmingham ever since the mills were built in Fairfield, for the sale of several of the leading products manufactured in the Birmingham district, which is covered by Alabama, Mississippi and Louisiana.

Effective October 4th, however, the scope of the Birmingham office was greatly enlarged. This office will now serve the trade in the most prompt and efficient manner covering all products manufactured by the company. J. J. Gilmore, heretofore in charge, has been appointed manager of sales, with a competent force to assist him, and sufficient traveling representatives to keep in close and frequent communication with the trade throughout the Birmingham district.

The recognition of Birmingham as a unit of the general sales office in Chicago, whereby it is made to stand on its own base to an important degree in the midst of a great and growing geographical center, is a signal mark of the development of the South. In all sections of this country a healthy expansion is going on and in no section is it more noticeable than in the South. It represents the general optimism under the present wholesome and substantial trend of business conditions.

Yours truly,
AMERICAN STEEL & WIRE COMPANY,
F. Baackes,
Vice-Pres. and Gen'l Sales Agent.

Complains of Poorly Made Cooperage

SAN ANTONIO, TEXAS,
October 17, 1926.

EDITOR, THE JOURNAL:

Business with us right now is fair, but nothing promising.

We use about 1,000 barrels per year, from 5 gal. to 30 gal. oak packages.

We have had considerable trouble lately with illy-made cooperage. The last oak kegs purchased were very faulty and caused many complaints.

A condition like this is very annoying and should be rectified. Poorly made cooperage is not a good advertisement for the wooden barrel.

Yours very truly,
PANAMA VINEGAR & CIDER CO.,
M. R. Perron, Manager.

A Quick Recovery From Fire

On October 13th the plant of the Chickasaw Wood Products Company, North Memphis, Tennessee, was visited by fire. The fire was confined to the dry kilns and the principal loss was about 350,000 pieces of staves and heading mostly oak and wine grade. Fortunately the company lost no equipment and as the dry kilns were not badly damaged, just six days after the fire they had the dry kilns re-filled.

THE CLEVELAND PROVISION COMPANY, CLEVELAND, OHIO., advise they use three cars of sugar barrels weekly and 15 cars of white oak lard tierces. They contract for their yearly supply of cooperage and will be interested in quotations for their 1927 requirements about December 15th.

H. C. LONG SYRUP CO., 119-121 CLAY ST., SAN FRANCISCO, CAL., is finding business very good at present; in fact above normal. They use about 1,800 barrels yearly which are purchased on the local market.

MODEL PICKLE COMPANY, INC., TACOMA, WASH., reports conditions in their trade at present as fair. They use from 1,500 to 2,000 wooden barrels yearly, which packages are purchased from local coopers.

THE YARNALL PAINT COMPANY, PHILADELPHIA, PA., has awarded a contract for the erection of a three-story manufacturing plant at 55th and Gray's Avenue.

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FOR SALE—One large Gerlach stave-sawing machine with one Whitney and one Gerlach saw 26" dia., about 50 or better long. Just right for oil or syrup staves.
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Houlton, Me.
R. F. D. No. 5

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Two 20x39 Whitney stave-sawing machines complete.
Two 20x39 extra drums.
One Greenwood single stave crozing machine.
One Greenwood stave bolt equalizer.
One Gerlach stave planer.
One Frick Eclipse 35 H. P. engine and boiler, mounted on wheels.
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705 ANB Building, Allentown, Pa.

SECOND-HAND BARRELS FOR SALE

WANTED—An outlet for molasses barrels and for single-head tight barrels, suitable for pitch. Make your offer in your first letter. Address HENRY A. THORNDIKE, P. O. Box 43, Newport, R. I.

FOR SALE—We can furnish carload firwood thirty-gallon packages without heads, good condition, at very reasonable price. Address BRUECKMANN COOPERAGE COMPANY, 2415 S. Third St., St. Louis, Mo.

FOR SALE—Cottonseed oil, Crisco and lard barrels. Also light machine oil drums. Address American Cooperage Co., 11th and Fayette Sts., Baltimore, Md.

TIMBER FOR SALE

HARDWOOD TIMBER OPPORTUNITY
4,400 acres good timber and fair land.
3,000,000 feet of oak, hickory, beech, etc.
60,000 cross ties, three miles from N. C. & St. L. Ry.
15 miles from Nashville, Tenn., on good road.
Price, $10 per acre, long time with security.
FOURTH AND FIRST NATIONAL BANK, Nashville, Tenn.

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FOR SALE—Two cars bright, well manufactured ⅜x28½-inch pine staves at $8.50 per M. Address A. B. HOUTZ, Elizabeth City, N. C.

SECOND-HAND BARRELS WANTED

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WE want your lowest prices, F. O. B. Phila., on half barrels, new or second-hand, fit for paint, soap and grease. Give description in first letter. Address McLoughlin Brothers, 82nd, Eastwick Ave. and P. R. R., Philadelphia, Pa.

PLANTS FOR SALE

FOR SALE—Tight barrel factory, brick, four stories; good will; complete tight barrel machinery equipment; situated middle of large city in Canada; will sell machinery separate. Address "FACTORY," care "The National Coopers' Journal," Philadelphia, Pa.

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Located on M. & NA. and Missouri Pacific Railroads, 17 acres in modern city of seventy-five hundred, unlimited hardwood timber supply, three-room kiln 60x100 ft., equipped Sturtevant outfits, ample iron clad mill building with line shaft, two engines, two brick furnace boilers 150 H. P. each. All good repairs. Priced reasonably. Address "PLANT," care "The National Coopers' Journal," Philadelphia, Pa.

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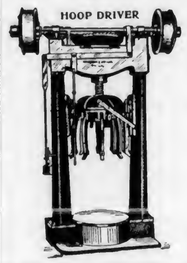
WANTED—Position as superintendent or foreman of tight stave and heading plant. Know manufacturing from A to Z. Can guarantee satisfactory results. Address "Tight," care of "The National Coopers' Journal," Philadelphia, Pa.



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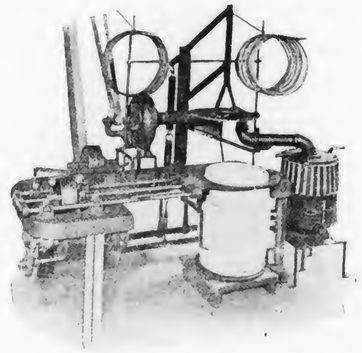

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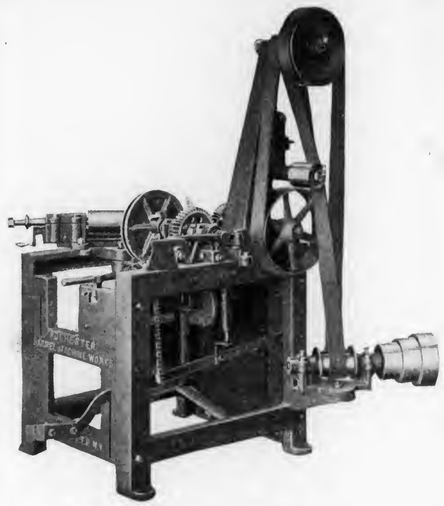

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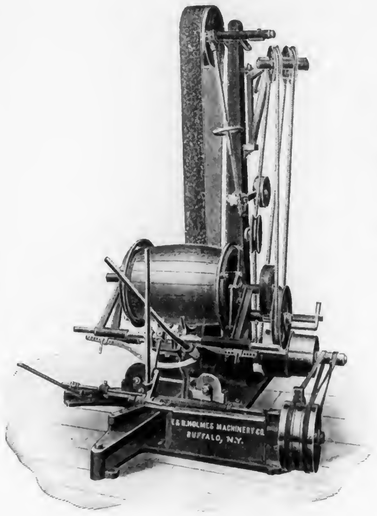

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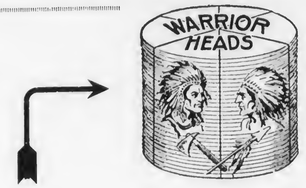

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The National Coopers' Journal

FORTY-SECOND YEAR | Philadelphia, December, 1926 | $2.00 PER YEAR VOL. XLII, No. 8

Busy Time Ahead for New Orleans Cooperage Trade

Molasses and Syrup Producers Increasing Barrel Orders—Vegetable Oil and Lard Cooperage Active—Heavier Alcohol Barrel Shipments to Cuba

The sudden decline in the use of sugar barrels which took place a few years ago was a terrible blow to the coopers and the producers of cooperage stock, but that misfortune has been outlived and almost forgotten. Throughout the sugar belt manufacturers are turning more and more to the production of syrups and molasses, and it is probable that the molasses barrel trade is now worth more to the coopers than the sugar barrel trade ever was.

Barrel Requirements of Molasses Trade Will be Heavy

During the earlier part of the season much of the molasses produced went into storage tanks, and comparatively few barrels have been called for. Now, however, the tanks are filled up, and the demand for barrels has increased. The first open kettle syrup of the new crop reached this market in barrels from the Vacherie plantation about the middle of November, and now shipments are coming in regularly, though it will be several weeks yet before shipments reach their peak.

There is also some call for halves and kegs, chiefly for the benefit of retailers who fill their customers' syrup pitchers direct from the original wooden container, so that the consumer knows what he is getting.

Some Sugar Barrel Business Still to be Had

The large refineries are, as usual, using some barrels for sugars that were imported raw and refined here.

The cane grinding season, when it has fully opened, is expected to increase the demand for tight barrels more than it will for slack barrels.

Cuba Calling for Alcohol Barrels

Cuban distilleries are increasing their demand for alcohol and whiskey cooperage. Some good shipments of empty whiskey barrels have gone out lately, though as a rule empty made-up barrels are too bulky for profitable ocean shipment. The staves usually go out in shook form, while the heads are shipped filled into finished barrels.

Large Volume of Cottonseed Oil and Lard Cooperage on Order

The cottonseed oil mills are now in full operation, with a consequently increased demand for oil and lard cooperage. The steamship "Ethan Allen" recently brought to this port 500 tons of cocoanut oil from the Philippines, which adds to the prestige of New Orleans as a vegetable oil market. It is to be hoped that this oil from the Philippines will increase the demand for tubs.

Another Outlet for Slack Cooperage

Pecans constitute one of the important money making crops of Louisiana and Mississippi, and pecan growers, alive to the importance of using a good and attractive package, have taken to cooperage. The pecan barrel is made of 19-inch staves and 14½-inch heads, and while these packages do not need to be very tight they look very attractive. This trade is not yet large, but it gives diversification, and that is what we need.

Rosin and Turpentine Trades Stick to Wooden Barrel

Turpentine prices are very low, but still it is said that the Gillican-Chipley Co. and its affiliated companies are making money. On January 1, 1927, this concern will retire the quarter million dollar mortgage that falls due on that date. In Florida the company suffered no loss from the great storm, and in Louisiana their business is flourishing.

This will be pleasing news to all cooperage men who like to hear that their friends are doing well. It will be remembered that when the naval stores people held their "get-together" meeting in this city last March one of the questions they discussed was the advisability of changing from wooden barrels to drums as containers for rosin, and the Gillican-Chipley concern, through its New Orleans representative, Mr. J. A. Meyers, gave its influence solidly for the wooden barrel. The trade through this port shows no indication of any desire to ship rosin in any container other than the standard, old fashioned wooden barrel.

Good Demand for Potato, Carrot and Turnip Barrels

It is said that Louisiana now has 180,000 acres devoted to the growing of vegetables. Many new shipping centers are growing in importance, and our coopers have their eyes on several sites for new branch shops to supply the growing demand for produce barrels. At this writing there is a good demand for potato barrels, also for carrot and turnip barrels, though the great acreage of winter vegetables has scarcely been planted.

Opportunity for Used Candy Buckets in Oyster Trade

There is some demand for barrels for the shipment of oysters in the shell. "Shucked" oysters are sometimes handled in tight barrels, though they are not usually shipped that way, owing to the difficulty in icing them.

The most approved method of handling "shucked" oysters is to put them in gallon cans, place each can in a second hand candy bucket, fill in around the can with cracked ice, then put on the wooden cover. Packed in this way oysters will travel any reasonable distance by express and reach destination in good condition. This creates a good demand for emptied candy buckets throughout every month that has an "r" in it, and these used packages that once were thrown away now have a ready market.

Nearby towns, with favorable freight rates, having a surplus of empty candy buckets might find a market for them here. It is worth looking into.

Tupelo is O. K.'d by Red Cross Manufacturers for Foodstuff Packages

The Louisiana Red Cross Manufacturers have for years been investigating the various uses to which tupelo could be put, and after recommending flooring, mouldings and many other uses, say: "Only recently an investigation was completed covering a study of over four years, using butter as a type, which showed the chemical inertness of tupelo, and its fitness for packing foodstuffs." This is no news to the cooperage trade, for tupelo has long been used, with satisfaction to all concerned, for butter tubs and buckets. Still it is a satisfaction to have this confirmed by such high authority as the Red Cross Manufacturers.

Alcohol Output Heavily Increased

The Department of Commerce announces that, according to the biennial census of manufacturers for 1925, establishments engaged primarily in the manufacture of ethyl alcohol (mainly from molasses and grain) and related products, such as denatured rum, reported the production of ethyl alcohol to the value of $55,925,027, and of other products to the value of $1,780,677, making a total value of $57,705,704, an increase of 74.9 per cent. as compared with $33,000,099 for 1923, the last preceding census year.

Slight Let-up in Louisville's Heavy Cooperage Demand

Kraut, Pickle and Vinegar Manufacturers Still Have Nice Orders to Place—Cottonseed Oil Business Awaited—Coopers Interested in Reported Re-opening of Distilleries

The cold weather has brought the crop season to a close, and this has had a tendency to slow up the heavy demand for cooperage which has been prevalent during the past few months. Nevertheless, there are a number of kraut, pickle and vinegar factories with a considerable amount of stock in bulk, and this is producing a nice call for tight barrels and kegs.

Louisville Trade Interested in Possible Re-opening of Distilleries

Tight cooperage manufacturers in Louisville are exhibiting a great deal of interest in the press reports regarding the proposed plan of the Federal Prohibition Department to allow distilleries to operate for a while in order to assure a sufficient supply of whiskey for medicinal purposes. It is estimated that the present supply of bonded whiskey for medicinal purposes will not last for more than five years. If the plan of Brigadier General Andrews goes through there will be some nice business for the whiskey barrel manufacturer from this source.

There are rumors current in the trade that two large distilleries in Western Kentucky may be among those permitted to resume operations. It is fairly evident that should distilleries be allowed to resume business, it can only be given to a limited number of distilleries, as a great many of the plants have been dismantled or their equipment turned over to the manufacture of some other product.

In Louisville there are a few distilleries which could resume after certain repairs and additional installations are made, and the local trade is watching developments very closely, as they want to get their share of the whiskey barrel business that may be placed in the future.

Cottonseed Oil Barrel Demand Should Soon Materialize

In spite of a bumper cotton crop, which on final figures will show somewhere between 18,000,000 and 18,500,000 bales, if it is all picked, according to some of the estimates, there hasn't been much demand developed so far on cottonseed oil packages. There is a good deal of seed moving to crushers, who are probably quite busy in extracting the oil, and storing in tankage, or shipping in tank cars. Barrel demand will come a little later, and should be good.

Labor Shortage Affects Production

Production of cooperage stock in Eastern Kentucky has been virtually at a standstill. In spite of better weather, production has been light as part time labor has been in big demand in the coal mining region, where coal shipping has been very active due to the high market forced by the European strike.

It is claimed that red oak oil staves will be scarce for thirty days yet, and that the situation will not change until January. There appear to be very fair offerings of white oak.

Tight Stock Quotations Show Strong Advance

From all indications tight cooperage stock is developing much strength, and as there is not too much stock on hand some fancy prices are being reported.

Thirty-four inch chestnut oak staves have been quoted at $70; mill run white oak, $80; square wine heading, 80 cents a set, and red oak jointed staves at $1.25 per set, at Southern mill points. As much as $60 and better has been paid for red oak oil staves. Jointed oak wine staves are around $2.60 a set. Jointed gum staves continue at around $1 to $1.05. Red oak oil staves can probably be bought at around $60 mill, and white oak $70, if a source of supply can be located. Circled white oak heading is 47 cents a set; red oak, 45c, and gum heading, 40c.

There is a slight easing up on demand for keg stock, after a period in which it has been very difficult to locate 24" and 30" stock.

No Change in Tight Barrel and Keg Prices

There has been no change made so far in prices of barrels and kegs, although cooperage material costs are higher. Gum barrels are quoted at $2.75 to $3 Louisville; and six hoop red oak oils, $2.85 to $3.10.

Louisville quotations as of November 20th are about as follows:

	Red Oak	White Oak	Spirit	Charred Spirit
1 gallon	$0.55	$0.60	$0.85	$1.00
2 gallon	.65	.70	1.00	1.15
3 gallon	.80	.85	1.20	1.35
5 gallon	1.05	1.10	1.90	2.15
10 gallon	1.50	1.60	2.25	2.50
15 gallon	1.60	1.75	2.45	2.70
20 gallon	1.80	1.95	2.75	3.00
25 gallon	2.20	2.35	3.20	3.45
30 gallon	2.35	2.45	3.45	3.70
50 6 hp.	3.00	3.15	...	...
50 8 hp.	3.15	3.25	5.00	5.50

The above prices are on a carlot basis. Less than carlots are 10 cents per package higher; and in lots of 25, or less, the price is 25 cents higher than carlot quotations.

Fair Business in Slack Cooperage Lines

Slack cooperage demand is fair. There has been a call for poultry barrels for the holiday shipments, while flour millers and apple growers have also been sending in their quota of orders. However, the general demand has not been especially active, and slack barrel prices are approximately 85c for flour barrels, 50c to 55c for one-head produce barrels, 65c for two-head produce barrels, and 75c to 80c for sugar sized produce barrels.

C. B. Cunningham has resigned from the Chess & Wymond Company to enter another line of industry.

Excellent Business Prevails in Canada—James Innes

Business during November has been very gratifying to manufacturers of cooperage stock, as both demand and prices have been steady. Apple barrel stock has been about cleaned up, in fact there is very little accumulation of any kind of stock at the mills, even short hoops and cut off staves are no longer a drug on the market, as they move freely during the month and orders for December are good.

The only fly in the ointment has been the weather, especially in the north, two days wet and one day dry being the average. Until it freezes up solid there will be little or no log cutting done in the woods, so this will make a short winter's operation, and necessitate larger gangs in the woods, or less output in 1927.

Within a few more weeks navigation from river ports closes, and until then we expect a rush of business. After closing of the ports there will likely be a lull during the Christmas and New Year seasons.

Tight barrel stock continues in good demand, prices unchanged. Stocks at mills of seasoned material are light and are hard to replace when depleted, with the unfavorable weather which has predominated.

There is a very optimistic feeling among the manufacturers at present, and it is certainly justified, as most of them have had a successful season.

I wish a very Merry Christmas to all the readers of THE NATIONAL COOPERS' JOURNAL.

Advances in Ocean Freight Rates

Advances in ocean freight rates effective in the first four months of 1927 have been adopted by the North Atlantic-United Kingdom and North Atlantic-Continental conferences, which recently announced a 15 per cent. surcharge on existing rates because of increased operating costs resulting from the prolongation of the British coal strike and the incidental advance in coal bunkering costs and reduction of cargo space due to the necessity for carrying bunker supplies for the round trip.

The increases adopted by both conferences will range from 25 or 30 to 70 per cent. and over on many commodities.

Fruit Products Company Incorporates

The Vancouver Fruit Products Company has filed articles of incorporation at Vancouver, Wash. It is capitalized at $5,000 and is authorized to make cider, vinegar, fruit juices, fruit products, condiments and allied products. R. E. and W. J. Chapman are the incorporators.

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ADVERTISING RATES

will be furnished on application. Copy for advertisements should reach us not later than the 15th of the month to insure insertion in the following issue. Changes in advertisements should reach us not later than the 20th of each month.

CORRESPONDENCE

The columns of THE NATIONAL COOPERS' JOURNAL are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

IMPORTANT ARTICLES IN THIS ISSUE

Editorials.
Wants in Cooperage Lines.
Report of Eleventh Semi-Annual Cooperage Convention.
Excellent Business Prevails in Canadian Trade.
Monthly report of C. M. Van Aken.
Protest Proposed Rates Increase to Canadian Points.
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Cottonseed Oil Production in Excess of 1925
Advance in Ocean Freight Rates.
Alcohol Output Heavily Increased.
Slight Let-up in Louisville's Heavy Cooperage Demand.
Busy Time Ahead for New Orleans Cooperage Trade.

Semi-Annual Convention Splendid Success. "Let's Get Going" Keynote of Chicago Meeting.

FROM start to finish the semi-annual Convention of The Associated Cooperage Industries of America, held in Chicago at the Sherman Hotel, November 8th, 9th and 10th, was one of the finest meetings so far held by our trade organization.

Not only was the entire Association membership out in force but each and every cooperage and cooperage stock manufacturer in attendance proved to be a vital factor in making the Convention the live meeting that it was. At the same time the general taking part by members present in the group sessions, gave to the important subjects scheduled for consideration, the close and interested attention needed for exhaustive discussion and final satisfactory adjustment.

The unprecedented support by members of the group sessions was a specially noteworthy feature of the Semi-Annual, and it was this fine attendance at the different group sessions, when meeting individually and jointly, that gave confident assurance that all motions made and carried at the Chicago meeting met with the full approval of the body assembled before being adopted.

This was as it should be and as it should continue to be, so far as future Association Conventions are concerned, for if there is one place where the cooperage and cooperage stock manufacturers, tight and slack, can freely discuss trade problems and business conditions wholeheartedly, work for the protection, betterment and advancement of their individual business, through caring for the welfare of the cooperage industry as a whole, it is at Association Conventions.

The JOURNAL believes it can safely report that at the Eleventh Semi-Annual the membership of The Associated Cooperage Industries of America gave the first real indication of the value which they place upon their trade organization, and the power which they consider it has for the forming and advancing of plans advantageous to the best interests of their industry.

We have always tenaciously held that cooperage manufacturers not only realized the full value of Organization, but knew equally well how to make use of their Association. At the Chicago meeting, the membership gave splendid proof of their ability in both these directions.

In his brief but sincere address prepared for the Semi-Annual meeting, President Kahn made the following plea for increased Association membership, which the JOURNAL hopes will take hold of each and every member of the industry to the end that they will enroll in their trade Association at once. In touching upon Trade Association, President Kahn said:

"Why an Association? Because, Our Association, yours and mine, The Associated Cooperage Industries of America, attempts to perform for us in our business the same function as a representative government does for a people. The similarity can be expounded at length but I would like to call your attention to a few of the important relations.

"Our Association is governed by the laws accepted by us.

"Our Association has made possible the rules by which our business can be carried on uniformly and without friction.

"Our Association is watchful and broadcasts to its membership every activity affecting the industry.

"Our Association is one of the most valuable members of our individual business organizations.

"The office of our Association is handling matters that would otherwise be impossible of consideration. It is the attentive ear and effective mouthpiece of our industry, with the various departments of the Association working for our interests at all times.

"Our Association should be twice its present size in membership. We are using our best efforts to increase the number of members and ask the co-operation of all in this direction. Let us boost the Association—as someone has said: 'It doesn't take a lot of money, or ability to make speeches or to sell stock. It just takes willingness and friendship.'"

Today is the day of organization, and since the value and power of Associated effort have not only long since been proved, but are steadily increasing, the

cooperage industry needs only to adequately support its trade Association to make it one of the most efficient in existence. Why not do it?

"He is served best who serves himself," and the cooperage and cooperage stock manufacturer best serves himself and his individual business when he is a live member of his trade Association, attends all Conventions and takes full part in all sessions.

United States Prosperity is Based on National Efficiency — Waste Reduction Works Miracles

WHAT the country, as a whole, has accomplished during the last five years in increased national efficiency through the elimination of waste is beyond any possibility of measurement, according to Secretary Herbert Hoover, of the Department of Commerce, in an extensive annual report on industrial progress.

While the few following extracts taken from Mr. Hoover's address will be sufficient to prove conclusively the accuracy of his statement, as to our increased national efficiency, it is the whole content of the report that stirs one almost beyond belief. Mr. Hoover says in part:

"Thanks to the cutting of waste and other contributing factors, we can, as a nation, show one of the most astonishing transformations in economic history, the epitome of which lies in the fact of the parallel increase of wages with decreasing commodity prices.

"One of the largest wastes hitherto in our whole economic system is the periodic booms and slumps of the 'business cycle.' The waste of the boom through speculation, overproduction, ill-advised expansions, extravagance, relaxed effort, and decreased efficiency, with its inevitable collapse, is followed by still greater wastes during the depression by unemployment; and of all groups the farmer suffers the worst because of the inability of agriculture to readjust itself to new conditions, due to a long period of turnover as compared to industry.

"No one doubts the extreme importance of credit and currency movement in the 'business cycle.' Disturbances from this quarter may at once interfere with the fundamental business of producing goods and distributing them. Many previous crises have arisen through the credit machinery and through no fault of either the producer or consumer. * * * *

"The creation of the Federal Reserve system naturally contributed greatly to reduce these storms. In addition to the flexibility given to currency and credit the system has greatly minimized the former disturbance arising from the necessity of clearing through a few financial centers. * * * *

"Proper direction of credit requires wise judgment, but this judgment can only be formulated upon adequate statistical determination of business movements throughout the country. A notable step in this direction during the fiscal year has been the regular publication of the volume of stock-market loans.

"The 'business cycle,' of course, is not based alone upon purely economic forces. It is to some considerable degree the production of waves of confidence or caution —optimism or pessimism. Movements gain much of their acceleration from these causes, and they in turn are often the product of political or other events, both domestic and foreign, and even climatic conditions may play an important part. Most of these causes could, of course, be mitigated by a larger understanding of current conditions, but they necessarily must be reckoned with.

"While the causes can probably never be entirely removed and while broad tides of increased or decreased productivity and consumption will continue to flow, it appears to the department that the violence of these phenomena has been permanently mitigated by the various forces increasingly developed during the last five years. In other words, the curve of the 'business cycle' has in the belief of the department been considerably flattened and very large national waste has been to a considerable degree eliminated."

In conclusion, Secretary Hoover pointed out the imperative need for immediate development of inland waterways as connected transportation systems for the cheaper movement of bulk commodities and raw materials.

WANTS IN COOPERAGE LINES

A. B. Houtz, Elizabeth City, N. C., is in the market for a good used Holmes No. 97½ Wood Hoop Stapler.

Dallas Cooperage Co., Dallas, Texas, is in the market for 30" and 36" by ¾" White Oak Oil Staves. February, March, April shipment.

Wm. F. Taylor Barrel Co., Adams and Thomas Streets, Newark, N. J., is in the market for a few carloads of good once-used apple barrels. Quote prices when writing.

McLoughlin Bros., 82d St., Eastwick Ave., and P. R. R., Philadelphia, Pa., are in the market for half barrels, new or second hand, fit for paint, soap and grease.

November a Very Satisfactory Month. Prices Firm—C. M. Van Aken

In the slack cooperage industry, the fruit crop is an important factor. November is the dividing month. It is the month that shows the division between the completion of deliveries for one season's crop and the starting of purchases for the coming one. Because it is necessary to employ coopers during the winter in order to have them when they are needed in the summer, the people running cooper shops must of necessity have winter stock for the coopers to work, so as soon as the last of one year's shipments are made which is during November, arrangements are begun for the early requirements of the next. During the month of November a slight premium was paid for immediate shipments early in the month and then the pencil was sharpened to figure further material for winter requirements. Therefore, it was not unusual to hear a conversation along the line of supplying a car of staves for immediate shipment at one price and a car of the same staves for shipment a week or so later at a dollar per 1,000 less.

At the beginning of November it was well known that the prompt shipment fruit stock would make a fair volume of business for the early part of the month, but what the latter part would be was more or less problematical. However, in spite of the fact that apple prices have been low, there has been a sufficient demand for barrels to clean out the stock on hand at the shops and the buyers have taken hold of new business in fairly good shape, hence the latter part of the month was as good as the first and the month as a whole was very satisfactory for all.

Although the mills prepared considerable cooperage stock for fruit barrels during the summer in anticipation of a good crop, the preparations made were apparently in line with the requirements. There are a few cars on hand at different mills, but not more than enough to supply the needs of early buyers. Prices are firm with nothing in sight to indicate any radical change.

The Associated Cooperage Industries of America

In Semi-Annual Convention, Chicago, November 8th, 9th and 10th

If there is one member of The Associated Cooperage Industries of America who doubts for a single moment that there is a decided punch left in the cooperage trade or in any member thereof, this same doubting one was not on hand at the semi-annual convention held at the Sherman Hotel, November 8th, 9th and 10th.

For a meeting tremendously alive in every particular, splendidly attended, and a record breaking one for enthusiasm, optimism, cooperation and worthwhile accomplishments, the semi-annual convention at Chicago stands alone, since the gathering of cooperage and cooperage stock manufacturers, slack and tight, in Chicago developed into one of the finest conventions so far held by the Cooperage Association.

Approximately two hundred registered for the semi-annual, the larger portion of the registration being early in the morning of the first day. This early and heavy registration was contrary to all precedent and even though the most observant ones took note of it with special encouragement, even these did not look to see the scheduled meeting prove such a record breaking one.

"Let's Get Going" Spirit of Convention

So charged with the spirit of "let's get going" was the atmosphere created by the cooperage clan from the very start that when the first session was called to order it opened with probably the largest attendance that any first session has ever had. There was very little need to round up the boys for scheduled sessions at the semi-annual as every one was on their toes, as it were, with the result that the various group meetings saw more concerted activity than has been witnessed for some time.

Statistics and Grade Rules and Specifications Leading Subjects

Statistics and Grade Rules and Specifications were the two all important subjects that claimed the bulk of attention at the semi-annual, each group meeting as well as the General Session discussing these subjects from every angle so that the decisions made and motions, as finally passed, could well be said to mirror the most constructive and progressive thought of the trade.

The close study and conscientious consideration given to Grade Rules and Specifications by the committees in charge and by the general membership, when this subject was up for discussion was particularly worthy of commendation.

"Quality" Barrel Foundation of Cooperage Industry

The all-pervading opinion of the cooperage manufacturers in convention assembled that the Grade Rules and Specifications

PRESIDENT E. J. KAHN, PEORIA, ILL.

should be such as to give the fullest assurance and guarantee that the best possible barrel could and would be produced, is the sure trade foundation stone of the entire cooperage industry, and it was encouraging to note the tenacity with which the cooperage men are banding together to hold the wooden barrel in its "Quality" niche as a shipping package.

Present Business Good—1927 Trade Outlook Fine

On all sides were to be heard expressions as to present good business conditions existing throughout the entire cooperage industry, while the splendid outlook for the coming year had a most visible and fully warranted chest-expanding effect upon all cooperage and cooperage stock manufacturers in attendance.

Optimism glowed on every face and spoke in every voice, and while there was not a great amount of lobby trading, due to reluctancy on the part of stock manufacturers to accept much future business at present prices, nevertheless, there was enough trade activity to interest every one. Stock and barrel prices quoted during the convention were strong.

J. S. Fields Succeeds A. F. Deneke

Due to the retirement of the Himmelberger-Harrison Lumber Co., Cape Girardeau, Mo., from the cooperage business, A. F. Deneke of that company, who at the May annual in St. Louis was elected vice-president of the Slack Cooperage Group, resigned his office. J. S. Fields, of the Fields-Latta Stave Company, Dyersburg, Tenn., was unanimously elected to succeed Mr. Deneke.

As per schedule the Executive Committee held its meeting on Monday, November 8th, the other sessions of the three-day convention following in order.

TIGHT COOPERS' GROUP

The Tight Coopers' Group was called to order Monday, November 8th, at 10.40 A. M., with John R. Winterbotham, of the J. H. Winterbotham Cooperage Company, Chicago, in the chair.

Seeks to Clarify Bureau of Explosives' I. C. C. Specifications Nos. 9, 10 and 10-C

The chairman called upon Secretary-Manager Hirt to submit the question of I. C. C. Specifications No. 9 and No. 10. Secretary Hirt advised the meeting that the Bureau of Explosives in an effort to clarify I. C. C. Specifications No. 9, No. 10, and No. 10-C, referred revised specifications to association headquarters. These revised specifications were considered by the Grade Rules and Specifications Committee, and approved with the exception of the space between the bilge hoops on the barrel. The committee specified a certain number of inches for the space between these hoops, but the Bureau of Explosives did not concur in this specification, and the matter was referred back to the committee for further action. A recommendation was then made to the bureau that a per cent. of the length of the stave for this difference of space between the bilge hoops be adopted. The matter is now under consideration by the Bureau.

As to Width of Staves

Secretary Hirt further advised that the association is making an extended effort to have the Bureau adopt a six-inch width stave in place of the five-and-a-half-inch width stave which is the maximum width stave acceptable at the present time, but the Bureau is seeking further data in the shape of tests made of barrels with staves six inches wide before rendering a decision.

Secretary Hirt Requests Barrel Tests

Secretary Hirt was of the opinion that such tests could be made by association members, and the results referred to the Bureau of Explosives to convince them that a six-inch stave could be adopted as a maximum width for I. C. C. barrels No. 9, No. 10 and No. 10-C.

Mr. Wellford Speaks on Stave Widths

Carl Meyer, of the St. Louis Cooperage Company, said the recent barrel tests made at the Forest Products Laboratory should be examined to ascertain why a five-and-a-half-inch width stave was used exclusively. Walker L. Wellford, of the Chickasaw Wood Products Company, explained that the reason the five-and-a-half-inch stave was used was because the association's grade rules and specifications called for that width stave. Continuing, Mr. Wellford said that the rules are misinterpreted by many barrel consumers. Furthermore, the cooper would specify that a certain number of staves that were set would be the maximum number of staves that would

be acceptable under the rule. The cooper's reason for this, Mr. Wellford averred, was two-fold: First, the greater number of staves used the more joints in which to have rough joints and the other was he had to handle more staves to make a barrel, and therefore increased his costs. Mr. Wellford called attention to the fact that based on the coopers' arguments it was at first agreed upon 21 staves to the barrel as a maximum, and then 22 staves, and at present, according to Mr. Wellford, the maximum is 23 staves.

"In my opinion," Mr. Wellford said, "a barrel made of 26 or 27 staves is just as good as one made of 21 staves. All of us who make barrels know that. As a matter of fact, if I were purchasing barrels myself I would prefer a barrel with 26, rather than one with 21 staves, because the barrel would hold more, and because you would have less broken staves. Narrow staves are not as apt to break as wide staves.

Apropos of Flat Staves

"As to the reason for the five-and-a-half-inch stave, some buyers of barrels arbitrarily said they would not take a barrel with a stave over a certain width, and the barrel manufacturers were finally forced to put that in the specifications because they could not get rid of staves over five and a half inches wide. The objection of the barrel user to the wide stave was that frequently wide staves are flat, and when you make a barrel out of a flat stave it does not make a very presentable barrel. Therefore, they said they would not accept a barrel that contained a stave over a certain width, instead of saying they would not accept a barrel with a flat stave in it."

Adopt Grade Rules and Specifications That Conserve Quality of Barrel

Mr. Wellford further remarked that the Bureau of Explosives adopt the rules and specifications and use such rules and specifications without knowing why. "For instance," said he, "they objected to over five pieces and a half to a head. They tried to put over specifications at one time with four pieces to the head. I believe their specifications now read five pieces to the head, and I understand that they will now take six. The head properly made with six pieces is as good as one with four or three pieces—better I think. What we want to do is to convince the Bureau of Explosives that a lower quality barrel does not result from such specifications, but that the specifications we adopt are presented because of manufacturing conditions and the cost of manufacturing."

Mr. Schmich Urges Tests be Made on I. C. C. Barrel

J. L. Schmich, of the Portsmouth Cotton Oil Refining Corporation, advised he had made a number of barrel tests, but not on the I. C. C. barrel. Discussing the relative qualities of the five-and-a-half-inch and the six-inch stave, Mr. Schmich said: "I have made several tests, but not on the I. C. C. barrel. I think a cooper that can make a good barrel with a five-and-a-half-inch stave ought to make a good one with a six-inch stave. We all realize the expense, extra labor and trouble we are put to ripping a six-inch stave, and, not that alone, but it leaves large accumulations of narrow staves on your hands which you have to work off some way. I would be in favor of making another test with six-inch staves if the other test was all right. Let's make another test; it doesn't take much. I favor someone making the test who makes a high I. C. C. barrel, a man who has the material in stock to make it out of. I think that would be a good idea.

"Now, as far as putting more than one six-inch stave in a barrel, I don't think a barrel contains more than one six-inch stave. You can't put very many six-inch staves in a barrel. You can't put all six-inch staves in there, you have to put in twenty staves, and I think a six-inch stave well developed would stand the test all right."

Forest Products Laboratory Tests Showed Weakness in Heads—Not Staves

Mr. Meyer called the attention of the meeting to the fact that so far as he could recollect there were no six-inch staves in the barrel tested by the Forest Products Laboratory, and that at no time did the staves fail. The failure was in the head.

At this point President Kahn expressed the opinion that the difficulty could be overcome by tying the Bureau of Explosives' specifications more closely to the Association's specifications, and that the elimination of the trouble would be possible by having the Bureau adopt the six-inch stave maximum. "We have all been making barrels with six-inch staves," said Mr. Kahn, "and I think they are satisfactory. We have been making barrels without any trouble from the stock we have received so far, and this matter has come up merely because some of the cooperage manufacturers have found they have been receiving six-inch staves in jointed stock or other stock, and are not able to use them for I. C. C. barrels because of the specifications calling for the five-and-a-half-inch maximum.

Bureau of Explosives to be Asked to Permit Six-inch Staves

Mr. Kahn then made a motion that the Bureau of Explosives be asked to amend their specifications to permit six-inch staves for I. C. C. No. 9 and I. C. C. No. 10.

This motion was seconded by Mr. Wellford, and on calling for question on the motion, R. F. Graham, of the Hardwood Package Company, said: "The greatest argument we have with the Bureau is this; that our grade rules call for a maximum of six inches, while they only permit a maximum of five and a half, it is an economic waste without compensating advantage. Every man who makes alcohol barrels or chemical barrels or anything in the I. C. C. No. 9 or No. 10, has difficulty in separating the staves, putting them away, using them in a lower grade barrel, accepting a lower price or splitting them, which is not economical, for he is wasting a half or three-quarters of an inch of his timber, and having the expense of rejointing, handling, etc. In almost forty-four years' experience in the cooperage business I have never seen any damage caused through a six-inch stave, and there is no argument here today showing that there is any difference as far as the strength of the barrel is concerned between a five and a half and a six.

"There is no compensation there for a loss, and in talking to the agent of the Bureau of Explosives he told me it was a compromise measure. I don't know what the compromise was or why it was, but he didn't argue it was a faulty barrel, but they made a compromise in the committee.

"I don't see why under the present conditions of depletion of our timber supply we should, with our eyes open, waste any of that material.

"The rule for six inches is a wise rule. I don't think the stave men should be compelled to furnish less than a maximum of six inches, and I don't believe we should be compelled to waste that material after we have paid for it."

Bureau of Explosives Seeks Further Data on Six-inch Staves

Secretary Hirt told the meeting that he has been in correspondence with the Bureau of Explosives for the last three or four months requesting them to raise the maximum width of staves to six inches, but that the Bureau evidently insists upon further data as to actual tests that would bear out the association's contention that a six-inch stave is practical.

Submits Blue Prints on Tests of Barrels With Seven-inch Staves

Mr. Schmich called attention to the fact that blue prints of the tests he made on some 10 or 12 barrels will show that in two of the barrels seven-inch staves were used and that in no instance did any defect show up in the stave no matter of what width, the failure always occurring in the heading.

After examination of the blue prints which were submitted to the meeting by Secretary Hirt, Mr. Kahn amended his motion to include the submission of tests made by Mr. Schmich to the Bureau of Explosives in support of the cooperage industry's specifications for the admission of a six-inch stave in the Bureau's specifications covering I. C. C. barrels.

Mr. Kahn's motion including the amendment was unanimously carried.

—

This important I. C. C. specification matter being acted upon, Secretary Hirt at once brought forth an equally important subject by suggesting that The Associated Cooperage Industries of America appoint a committee to meet with the package committee of the National Paint, Oil and Varnish Association. This association, Secretary Hirt advised, is seeking information concerning all shipping packages, and he said he believed that it was vital to the cooperage industry that the paint, oil and varnish manufacturers be given all facts pertaining to the strength and durability of the wooden barrel as a shipping package, and how it should be handled.

Will Co-operate With Package Committee of Paint, Oil and Varnish Association

After some discussion on the subject entered into by Carl Meyer, President Kahn and Chairman Winterbotham, on motion by Mr. Wellford, which was seconded, it was recommended that a committee of cooperage manufacturers be formed, both in the tight and slack groups, to compile detailed information on the wooden barrel as a shipping package, which information could be furnished to the package committee of the National Paint, Oil and Varnish Association, and if agreeable the cooperage committee would be willing to meet with the package committee of the above association on the subject. The cooperage committee will be appointed by President Kahn.

Traffic Report

The chairman then called for report of Traffic Manager Brucker relative to the Western Trunk Line Class D rate case. Mr. Brucker rendered a splendid report covering the history of this case, which report will be found on page 25 in this issue of THE JOURNAL. Mr. Brucker's report was received by the convention with extended applause.

Few Realize Full Value of Traffic Department, Says President Kahn

Mr. Kahn called attention to the fact that when he suggested that Mr. Brucker prepare this detailed report it was with the idea of showing the value of the Association's Traffic Department to the trade, and also that those interested might know that this Class D rate case is not a matter that has come up over night.

On the contrary, the Class D rate case has been a matter of constant vigil, unceasing effort extending over a good many years, and as Mr. Brucker's report shows, is still a live issue.

Seed Holes in Both Staves and Heading Under Discussion

Grade rules and specifications was the next subject to come under discussion. Chairman Winterbotham pointed out that several questions regarding specifications had come up since the annual meeting which should receive careful and thorough attention at this session. The first question was that of seed holes, both in staves and heading. The chairman said "There are one or two questions regarding grade rules and specifications that I suppose ought to be taken up in this meeting, and possibly a recommendation made to the Committee on Grade Rules and Specifications.

C. G. HIRT
Secretary-Manager

"I think these have come up more strongly since the last annual meeting last spring. The first one is the question of seed holes both in staves and heading.

"The grade rules and specifications read . . . . 'to be free from seed holes, cat faces, which show through on both sides, wind shakes and rotten sap.' That is all there is.

"We have got some specifications on plugging of worm holes but have nothing on seed holes at all. Recently some heading came into the possession of a member of the association, not J. R. Winterbotham and Sons, which had, I have forgotten how many, seed holes in one head, twenty-seven, I believe. They were all plugged, they had been bored out and plugs put in and the thing looked like a porcupine underneath and inside the head. The question is whether we should recommend a change in specifications on seed holes, whether some seed holes should be allowed and others not allowed. The way to get around the seed hole proposition in heading and staves both is where seed holes have occurred they have simply rammed out the seed hole a bit and plugged it as if it was a worm hole.

"It does not seem fair to allow worm holes and not seed holes when the same plugging can be done in either case.

"The specifications say they shall be free from seed holes. In other words, can a cooper turn down a lot of staves because there is one seed hole? Has he the right according to the rules? It looks as if he would have the right to reject the staves. On the other hand, should there not be something on the other side to make the number of seed holes in that stave apply?

Seed Bugs Are Fast Workers Says Walker Wellford

Taking up the subject, Mr. Wellford said: "I think I can throw a little light on this subject.

"When the rules were first adopted the seed hole was barred for the reason that it is very difficult to see a seed hole, especially in the rough stave. The consequence was that when the cooper bought a lot of staves, if he saw one seed hole he didn't know whether there were a lot more in that stave or not, and the consequence was that when he planed it he found it full of seed holes and couldn't make a barrel of it.

"That is the reason a distinction is made between a seed hole and a worm hole. One could be seen and the other could not. There is a difference in seed holes. There have been quite a lot of them this year, and we have gotten staves from two sections, one that had a seed hole very easily seen and the other where it was almost impossible to see it—it was so small.

"I really don't know what to suggest about seed holes. They are very objectionable. You put them in a barrel and follow the barrel through and find you have trouble with it right straight on through from the time it is made, to the time it is emptied. Some of these seed holes will not leak at the time they are tested; later on, after barrels are filled with oil or some other substance, you see these little leaks, and one leak in a barrel of oil loosens the hoops and makes a lot of trouble. That is one feature of it.

"On the other hand, it is pretty hard on the stave maker. These seed bugs only want about fifteen minutes. You look at your staves one night and they are all right, and the next morning there is dust all over; they have been eaten up through the night with the seed bugs. I don't agree that the seed bug only goes in the depth of his length; some of them go through the stave; some do not.

"I found some staves the other day where none of them had gone in over a sixteenth or an eighth of an inch, and in other staves they went through and you could blow through them. Those had been in there just recently because the dust showed on the stave where they dropped down. I am afraid to change the rules from what we have now."

Chairman Winterbotham Makes Percentage Suggestion

Chairman Winterbotham asked if it would not be possible to set a percentage of seed holes that would be permissible. "For instance," he said, "and this is just as a matter of discussion, suppose we say that not more than 15 per cent. of the staves in a car shall have any seed holes, and in that fifteen per cent. limit the number of seed holes there shall be per stave, and where they shall be.

X-Ray Needed to Discover Seed Holes Says Newt Calcutt

N. W. Calcutt, Dyersburg, Tenn., did not think that such action would be feasible for the reason that you have to have an X-ray picture taken to discover the seed hole in a rough stave.

Mr. Calcutt said: "You can't see a seed hole in a rough stave. You can discover them after the stave is planed or when the leak comes. Now, we don't want anything in there to allow a man to ship a seed hole if he knows it. I wouldn't ship one, and I don't believe anybody else here would, but it is up to the stave men, and the cooper, to be reasonable with these things. If I get staves with seed holes in the order is throw them out. If we find there are bugs in a certain class of bolts we have what we call the bone yard for storing these bolts and we cut the staves and put them in a specific part of the yard to be gone over. You can't see the seed hole, as Mr. Wellford says. The bolts are not all cut the same, there may be some come in with seed holes, others come in having a worm hole. You can't sort the bolts out, it is in the bark. The bug is in the bark and goes into the timber and in a rough stave it is impossible to see it when it comes out. In fact, you can't see it unless you get down and brush it and work at every stave. The stave man wants them out, but sometimes there will be some get in."

Chairman Winterbotham called attention to the fact that when a cooper gets seedy staves he doesn't usually reject the car unless it runs 15 per cent. to 25 per cent. cull, and for that reason he was of the opinion that a rule could be made as to the percentage of seedy staves that could be allowed in a car.

R. F. Graham doubted that it would be possible to make any specifications covering defects that would be accepted by the buyer of the staves at their face value. It was Mr. Graham's opinion that the only solution to the problem was to have all rules and specifications as thoroughly understood as possible by both buyer and seller, and then for the buyer of the staves to use good judgment in his acceptance or rejection of the car. Continuing, Mr. Graham said:

"Take the specifications in regard to cat faces, cat faces not showing through on both

J. S. FIELDS
Vice-President, Slack Branch—all groups

sides of the stave being acceptable. Does this mean a cat face three inches long on the face and bilge of the stave must be accepted? That would be impossible. If it is a small cat face showing on a quarter of the stave it would be all right provided it doesn't go through, but the way our rule reads we must accept that if it is six inches long or four inches long.

"We also have specifications stating that staves must be a certain length. If I were to throw out and condemn all staves that are a half or three-quarters inches longer I would never accept more than fifteen or twenty per cent. of the staves that come in, so in a general way, in a broad sense, our rules should be understood as meaning that the cooper will accept staves that he can reasonably use in his practice, regardless of what it says in the rule, and if we start to change our rules regarding seed holes, there is not any barrel manufacturer who can discover all the seed holes in any car that comes in to his yard, and if we say that if he discovers fifteen per cent. of the staves to be seedy he condemn the whole car he is working an injustice to his shipper.

"If he finds staves full of seed holes, I claim he has a reasonable right to reject them, but not the balance of the staves in the car; whatever per cent. he finds I think he has a right to reject, but this is a problem that the more we change it and fool with it the more dark the whole subject will appear to be. We get along nicely under the present rules if we use good sense and judgment in taking our timber and shipping."

As to Culling Stock

President Kahn considered the cooper justified in culling seedy staves. Mr. Kahn does not believe that it is the cooper's fault if the stock is eaten up with seed bugs or worms, but he does believe that if the seed holes can be located after planing and if they do not exceed the number permitted for worm holes, the staves should, in his opinion, be accepted under the rules of the association. Mr. Kahn said that the seed hole ruling does not apply to heading, and that is where there is a weakness in the grade rules and specifications. He thought the stave specifications satisfactory, but was of the opinion that a change should be made covering the specifications of circled heading

and square heading to conform more closely to those covering staves, so far as seed holes and worm holes are concerned.

Motion Made to Change Specifications Covering Worm Holes in Heading

After considerable discussion on the subject of conforming the heading specifications to those on staves in which almost the entire assemblage participated, President Kahn made the motion that recommendation be made to the Grade Rules and Specifications Committee that rules covering circled heading be amended to the effect that not over five worm holes properly plugged be permitted in any one piece of circled heading, or 15 to a head, and not over 5 per cent. of the contents of any one carload have 15 worm holes plugged in any one head.

Quality of Barrel Should Supercede All Other Trade Considerations

On question of the motion Carl F. Meyer said that the discussion regarding specifications all seemed to pertain to the matter of costs. The cooperage manufacturers all seem to be afraid that barrels and kegs will cost too much to make. Mr. Meyer said that his experience in the cooperage business has convinced him that the industry loses considerably more business when a low quality barrel is produced than it has ever lost on account of cost, and that the Grade Rules and Specifications Committee should bear in mind that quality comes first, and then cost. Mr. Meyer's remarks were received with a round of merited applause.

The chair then put Mr. Kahn's motion before the body, and it was unanimously carried.

Discolored But Sound Sap Discussion

The next question for discussion was that of discolored but sound sap. Chairman Winterbotham pointed out that it would be difficult to mark a dividing line between what is discolored but sound sap, and what is doughty. That is a question for the cooper and stave manufacturer to agree on, but according to your chairman a cooper dislikes very much to take a car that has a very heavy percentage of discolored staves, and as there are so many disadvantages in working off these discolored staves that it might be well to make some change in the grade rules governing the percentage of staves allowed in a car that are discolored but of sound sap.

The subject was discussed pro and con almost every member present taking part.

Weather conditions, as a producer of discoloration, was called to attention by stave manufacturers, while many of the cooperage manufacturers outlined the difficulties experienced in working off badly discolored staves, even though they were of sound sap. The coopers also made the point that barrel users object strenuously to badly discolored staves, and, in the final analysis, it is the buyer of barrels that must be satisfied. Chairman Winterbotham thought that it would be more practical to limit the number of discolored staves of sound sap that could be allowed in a car; that is, a number above which discolored staves of sound sap could be considered culls. Mr. Wellford said that while this would be practical from the coopers' standpoint, it would not be practical from the stave man's point of view.

"For instance, illustrated Mr. Wellford, "in the event that rainy or foggy weather should cause all the staves on a stave man's yard to discolor, what action could he take. In other words, he would have no bright, clean staves, yet all his stock would be perfectly sound.

Chairman Winterbotham felt that while it would be asking too much of the cooper to work off too many discolored staves, he still believed it would be very practical to put the percentage of discolored staves in a car high enough to protect the stave man.

"A Barrel That Satisfies" Should Be Slogan of Cooperage Industry

Mr. Meyer again entered the discussion at this point, and said: "It seems to me we are getting back to the same point I brought up a while ago, that is quality versus cost. It is perfectly true that the trade do not want a discolored sap. I don't agree with the trade for the discolored sap is often sound and should be taken, but we are selling barrels to satisfy and this discolored sap only comes up every two or three years and is only a small per cent., and it seems it ought to be eliminated in order to give a better quality barrel, or, rather, a barrel that satisfies."

When asked by President Kahn if he desired that all discolored staves be eliminated, Mr. Meyer replied that "they should to the extent where they showed the barrel up as containing defective staves and detracted from its appearance."

President Kahn suggested that the matter of discolored staves be covered by the coopers in their request for quotations and upon placing their orders.

No Change in Specifications Recommended

In other words, President Kahn suggested that the present association rules will govern inspection so far as discolored staves of sound sap is concerned unless the quotation or order carries a notation that no discolored staves will be accepted. Of course it is understood that sap that is yellow and black is not acceptable. The final opinion of the group appeared to be that no change in the grade rules covering discolored but sound sap be recommended.

The Question of Planing Staves For Inspection Purposes

L. F. Horn, of the Union Cooperage Co., St. Louis, brought to the attention of those present the fact that the association's inspector is experiencing difficulties to the extent that shippers object to his planing staves in order to make proper inspection.

"Our inspector is supposed to be neutral," said Mr. Horn, "but there are times when shippers refuse to recognize that fact and object to the inspector planing the staves so that a mutually satisfactory inspection can be made."

Mr. Wellford said his understanding of this matter was that spoke-shaving of staves is permitted, and that the objection to planing is because the stave may be planed thin and then degraded on account of thickness.

Secretary Hirt said this question of planing has been raised when the inspector is called to a plant and finds a great majority of the shipment already planed. The inspector, therefore, wants to know whether he should inspect the staves which have been planed by the cooper or should he refuse such an inspection and plane a number of rough staves himself.

There was considerable objection by those present to the inspection of staves which have been planed by the cooper. Mr. Sherrell, the association's inspector, claimed that there are members of the industry who object to the inspection of staves after they have been planed in the cooperage plant, while there are others who do not want inspection of staves in the rough. To enable the inspector to know just how to proceed, Mr. Wellford moved that when an inspector is called in to inspect rough staves, the buyer of the staves shall furnish men to spoke-shave the staves to be inspected; or that the inspector shall inspect the rough stave for thickness before being planed, and then plane the stave and inspect them for defects.

—

Mr. Wellford's motion was seconded and unanimously carried.

There being no further business before the Tight Coopers' Group, the session adjourned.

SLACK BRANCH—ALL GROUPS

All groups of the slack branch met in session Tuesday morning, November 9th, at 10.45, with Vice-President Deneke presiding.

Mr. Deneke started activities by announcing the action as taken at the May annual in St. Louis, in the matter of change in grade rules as recommended and passed covering minimum width of staves.

The fact that the particular change in grade rules was now up to be rescinded was dwelt upon by Mr. Deneke in his few remarks as to the importance of every association member not only being in attendance at convention but on hand at every group session so that when any action is taken it would have behind it the weight of all concerned.

Committee on Grade Rules and Specification Reports

Upon request of the chair, Willard M. Davis, of Memphis, Tenn., reported for the committee on Grade Rules and Specifications.

Mr. Davis advised that the committee had had referred to it two or three matters which he wished to take up with the body assembled. First the question of what per cent. of hackberry staves should be included with elm. "Hackberry staves," Mr. Davis said, "are being made so generally and are so often mixed with elm that it was thought that probably it would be well to have something in the grade rules specifying the maximum percentage of hackberry that should be included when buying and selling elm and hackberry staves."

Mr. Davis further said, "The committee has discussed this matter at length and they recommend that no change be made in the grade rules with reference to this particular matter. In other words, no per cent. of hackberry."

E. P. Voll, of St. Louis, being of the opinion that "this is a question between the buyer and seller," moved that that portion of the report be received and accepted.

The motion was seconded and carried.

Apropos of Stain and Mould on Staves

Mr. Davis also reported on a letter to the committee regarding paragraph 7 of Grade Rules and Specifications covering No. 1 slack staves. The writer stated that as the rules do not specifically mention anything about mould, and as the question arises at different times, it might be well to make some provision along this line to clarify the specifications. It was also pointed out that paragraph 7 provides that "moderate stain" should not be considered a defect, which provision has caused confusion as to just what is permissible in No. 1 staves.

After much consideration the committee felt that the rule should remain as at present, as they could not find any real important reason for a change.

What is Mould and What is Stain

Mr. Davis informed the meeting that there is no reference to mould in the rule, and, therefore, it is assumed that mould is not permissible. But what is moderate stain was the query of Mr. Voll. Mr. Davis replied that moderate stain is a slight stain or rust, or it might be a weather stain. The subject of what is mould, and what is stain occasioned considerable discussion, some members expressing the opinion that the words mould and stain should be included in the rule. Mr. Davis felt that to include "slight mould or stain shall not be permissible," would prove confusing and that if the present stringent rules were lived up to there would be no cause for complaint,

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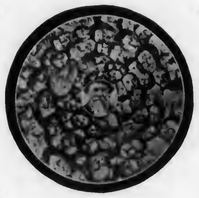

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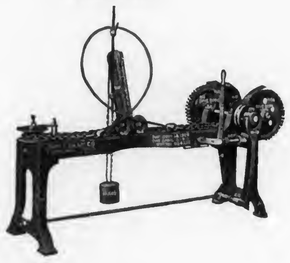

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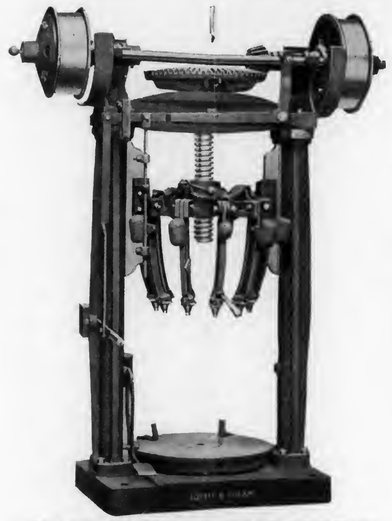

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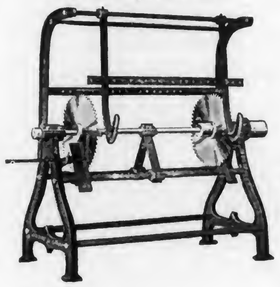

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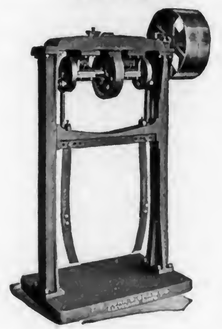

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and the best interest of all concerned would be best served. On motion by A. E. Thomas, of Memphis Stave Company, Memphis, the action of the committee was approved.

No Change in Grade Rules Covering No. 1 Pine Heading

It was suggested to the committee that the present grade rules and specifications covering No. 1 pine heading are rather lax; that they should be made more specific particularly as to joint. The complaint, Mr. Davis said, is made that pine heading is very often open jointed, and when open jointed should be eliminated from No. 1 grade. At present the only provision in the grade rules reads, "to be jointed straight unless otherwise specified." The committee reported that after full consideration, and after having the benefit of additional advice from several representative heading men who had been called into the committee meeting, it was decided that no change be made in the grade rules to cover this complaint. The committee felt that the rules governing slack barrel heading, insofar as all grades is concerned, cover pine heading, and if heading of other timbers could be made satisfactorily under the rule, pine heading could also. On motion by Mr. Voll, the report of the committee on pine heading was accepted.

M. L. SIGMAN
Vice-President, Tight Branch—all groups

"Minimum Width Two Inch" Rule Restored

Mr. Wunderlich, of the Charles Wunderlich Cooperage Co., St. Louis, brought forward the change in grade rules passed at the St. Louis annual convention last May, regarding two-and-a-half-inch staves. Mr. Wunderlich felt that in changing the specifications from two inches to two and one half inches, the committee failed to consider that many manufacturers may have vast quantities of two-inch staves on hand, and that if the two-and-one-half-inch rule is allowed to remain in effect it is going to work a hardship on the mill man. He believed the new rule should be rescinded.

There was quite a difference of opinion as to whether the rule could be legally rescinded by the group meeting. Some thought the proper procedure should be to refer it again to the Specification Committee for reconsideration, while others held the opinion that the change could be made immediately. Finally Secretary Hirt read the by-laws applying to changes in grade rules and specifications, and these were interpreted as giving authority to the group session to rescind the rule in question. Mr. Voll immediately moved that the rule governing width of slack barrel staves be changed to its original form, but on a suggestion from Secretary Hirt, he remade the motion that the present rule be amended to read "minimum width two inches." The motion was seconded and carried without a dissenting vote.

Six Months Allowed Stock Manufacturers to Comply With Grade Rule Changes

To avoid repetition of possible unsatisfactory changes in the future in grade rules and specifications, A. O. Theobald, of the Sandusky Cooperage and Lumber Co., St. Louis, moved that when grade rules are changed, that a certain length of time should be allowed in which manufacturers could comply with the rules. Mr. Voll seconded the motion and it was carried. It was further decided that unless an immediate change is required, upon which the vote must be unanimous, a six months' period would be allowed in which to comply with any new rule adopted. This motion is not retroactive, however, and the two-inch width amendment passed at this convention is immediately effective.

J. S. Fields New Vice-President of Slack Branch

At this point Vice-President Deneke announced that as his company was forced to retire from the cooperage business, because of a fire which destroyed their plant and which they do not plan to replace, it would be necessary for the Slack Branch—all groups, to elect a new vice-president to serve out his unexpired term. J. S. Fields, of the Fields-Latta Stave Company, Dyersburg, Tenn., was nominated by Walter F. Little, of Turner-Farber-Love Company. The nomination was seconded, and on motion, was closed on the name of Mr. Fields, and he was unanimously elected. Mr. Little, and Mr. Nelson escorted the new vice-president to the chair.

Mr. Deneke, Retiring Vice-President, Given Rising Vote of Thanks

Mr. Voll made the recommendation that the sincere thanks of the group be extended Mr. Deneke for his courtesy and interest in coming to the convention to care for the duties of his office, notwithstanding the fact that his company is no longer manufacturing cooperage. Mr. Voll made his recommendation in the form of a motion, and upon being seconded, a rising vote of thanks was extended to Mr. Deneke with hearty applause.

Expressing his appreciation of this action Mr. Deneke said, "I feel very grateful for having had the honor of serving the association as vice-president of the slack branch."

The new vice-president's call for any further business eliciting no response, the session adjourned on motion regularly seconded and carried.

TIGHT STAVE AND HEADING GROUP

The Tight Stave and Heading Group was called to order by Chairman M. L. Sigman, Monticello, Ark., Tuesday morning, November 9th, but as the main subjects for consideration were also of vital interest to the coopers, it was decided to hold over the discussion of the subjects scheduled until the afternoon session when the tight cooperage branch-all groups would be in session. Therefore, after a few informal talks were made on business generally, with opinion given as to possible producing conditions during the coming winter, and its effect upon prices, etc., the Tight Stave and Heading Group adjourned.

TIGHT COOPERAGE BRANCH—ALL GROUPS

Vice-President M. L. Sigman was in the chair when the Tight Cooperage Branch came to order at 3.15 Tuesday afternoon.

Mr. Sigman informed the members present that the most important subject for discussion was that of changes in Grade Rules and Specifications, and called upon Secretary Hirt to submit the recommendations of the committee.

Limit Worm Holes in Circled Heading

The first recommendation of the Grade Rules and Specifications Committee was that the specifications on circled oil barrel heading, section 7, page 8, be amended to permit not over fifteen properly plugged worm holes in any one head, and not more than five per cent. of the carload to be of such stock, no plugged worm holes in the top bevel of the head to be permissible.

The secretary called attention to the fact that the above recommendation has reference to the number of worm holes in white and red oak oil barrel heading. Mr. Nancarrow said the action of the committee would be satisfactory to the coopers, but he would like to have the heading man's side of the question. Information was given Mr. Nancarrow by the chair that the heading manufacturers had two representatives on the committee, and upon motion by Carl Meyer, seconded by Mr. Nancarrow, the recommendation was adopted.

W. F. LITTLE
Executive Committee

Discolored Staves a Matter for Buyer and Seller to Decide

Regarding discolored but sound sap the committee recommended no change in the present specifications, but suggested that where there is an objection to discolored staves of sound sap, there should be an understanding between the buyer and seller at the time the stock is ordered.

Mr. Nancarrow asked for a reading of the present specifications covering this particular item. Secretary Hirt read the specifications as follows: "White and red oak oil barrel or tierce staves shall be equalized, 34, 35 or 36 inches long as agreed and to be when thoroughly dry, three-fourths of an inch thick, evenly sawed, and of uniform thickness throughout; to average in width when close jointed, including sound sap, not exceeding twenty-two staves to the standard barrel. To be free from seed holes, cat faces, which show through on both sides, wind shakes, and rotten sap."

Upon Mr. Nancarrow's comment, that no mention is made in the specifications of discolored staves, only rotten sap, Secretary Hirt advised that it was not the intention of the committee to change the specification, the mention of an understanding between buyer and seller, being merely a suggestion.

Committee Makes Decision on Broad Basis

Mr. Calcutt said that the committee in coming to the above decision, did not show any partiality; that is it did not take the stave man's side of the question wholly, nor the cooper's, but took into consideration production conditions, and what would best serve the interests of the trade.

W. R. Foley, Export Cooperage Company, did not believe the specification was sufficiently clear, and thought the recommendation should be turned back to the committee. He made a motion to that effect.

Mr. Krafft doubted if more than a few of the trade or the barrel users know what is discolored but sound, or discolored and unsound. According to Mr. Krafft that is a

question for timber experts to determine, but to judge by the appearance of the stave and say, if you are a cooper, that it is rotten sap, or if you are a stave man, that it is discolored sound sap, is difficult. Mr. Calcutt informed the gathering that the committee had made pressure tests per pound of discolored but sound sap and bright sap, and that the discolored but sound sap withstood a little higher pressure than the bright sap. Mr. Horn said that was possible, but that discolored sap mars the appearance of the barrel and many times raises an objection from the customer.

Mr. Meyer voiced the opinion that the remarks made on the subject are evidence that the trade does not want the discolored sap, and he believed that the matter should go back to the committee and some definite specifications drawn.

Mr. Calcutt asked Mr. Meyer if he thought a shipment of staves would contain more than 5 per cent. discolored staves of sound sap and Mr. Meyer replying said: "We don't get more than five per cent. and that only occurs every few years, but we do not know when we are going to get it. That is what causes the trouble. Why should that small per cent. control the quality of our barrels? It should be eliminated from the A-No. 1 staves."

Entering the discussion, David Katz, of the Ozark Stave Co., Chicago, said: "Listening to all the arguments pro and con, I realize that it has not altered the opinion of either side, and it is not going to alter the opinions of either side. There are coopers who do not want discolored sap for the very good reason that their customers do not want it, while another class of trade has no objection whatever to discolored sap. The whole matter can be simplified by letting the rule stand as it is, but if the buyer doesn't want discolored sap, let him specify 'no discolored sap allowed,' then it is a matter of price between the buyer and seller, otherwise he is bound by the present specifications."

Specifications Remain Unchanged

The meeting went on record to allow the specifications to remain as at present, accepting the suggestion that discolored sap be cared for in the individual order, defeating Mr. Foley's motion to refer the matter back to the Grade Rules and Specifications Committee for further attention.

Stock Inspection

The next subject for discussion was the inspection of stock as considered by the Tight Coopers Group in session on Monday. The committee report regarding this matter stated, "the committee recommends that planing of materials to make inspection should be satisfactory to both parties (the buyer and the seller) pertaining to all defects excepting as to thickness." Explaining the action of the committee Mr. Calcutt said: "The question has been brought up by the inspector in order to have a clearer idea of the right action to take. A carload of staves is on hand in the cooper shop and the cooper has already run, perhaps, a thousand of those staves through the planer. The inspector arrives at the plant and is told 'There are the staves, I have planed them.' Now it is all right for the inspector to inspect those staves for defects, but not for thickness, as it is not possible to know just how much of the stave was planed off. I think we all understand that."

The committee further recommended that as the association inspector is a neutral party he shall not take instructions from either stave man or cooper while making first inspection. Secretary Hirt said the inspector has those instructions already. The Executive Committee passed on them some years ago. No one is to interfere with the inspector unless he asks for assistance.

Commenting on this recommendation, Mr. Calcutt said that in some instances the cooper has had ten bundles of staves all set out for the inspector. This is against the rules, as the inspector is to pick the staves promiscuously. It was agreed that this situation is already cared for by a former ruling, but that the inspector would like to have more definite authority.

Mr. Meyer Thinks Planing of Staves for Inspection Should Be Compulsory

Mr. Meyer thought that any change would lead to a lot of delay if both the shipper and receiver must first give their consent to the planing of the staves. In other words when an inspector gets to a plant, and he finds it necessary to plane the staves he would have to take it up with the shipper first for his consent before planing. Mr. Meyer believed the planing ought to be compulsory.

Replying to Mr. Meyer, Chairman Sigman said: "As I understand it, where a cooper has taken a few of the staves and run them through his planer to get a clear inspection, if his selection of those staves has been fair, it would be permissible under this ruling, or the inspector would be allowed to do that if he saw fit. It does not state you have to inspect every car in that manner, but where it is done, the buyer and seller both will agree to it, outside of the thickness of the stock." Mr. Meyer explained that he was not objecting to planing the staves, but to the fact that it has to be taken up with the shipper and the receiver for approval before the inspector can plane. At this point Mr. Calcutt asked for a reading of the third division of the committee's recommendations, which was done as follows: "The committee recommends that planing of material to make inspection should be satisfactory to both parties, the buyer and seller, pertaining to all defects excepting as to thickness. The committee further recommends that as the association inspector is a neutral party he shall not take instructions from either party while making first inspection and if same is not satisfactory he shall continue until party making complaint is convinced that inspection is a fair adjustment."

Open Discussion on Inspection

Mr. Meyer did not believe the recommendation covered the situation completely and Chairman Sigman felt that the inspector would have to inspect the whole car. Mr. Nancarrow said that an inspector who would inspect a carload of staves by accepting a few bundles set aside by the cooper would certainly be a poor inspector and would be deserving of discharge. "You take weather-stained staves," said Mr. Nancarrow, "and no inspector can properly inspect the staves without planing them. He should have full authority to make a proper inspection otherwise there is no use of doing the job at all. He should have authority to plane the staves if in his judgment it is necessary, without asking anybody." Chairman Sigman said, "I think we are all wrong. If an inspector sees fit to plane the staves in order to make a proper inspection, that is his business. If they are muddy he can wash the mud off. Do we have to set aside rules? If the staves are discolored or weather-stained to a point where he has to spoke-shave them, I do not see any objection to his doing so. It seems to me as if we are all out of order."

Mr. Sherrell, the association's inspector, said that his reason for asking for more authority is that in some cases objections are made to his planing the staves, the claim being that the staves are then in the process of manufacture. He would like to know how far he is to go in the matter.

The point of issue, as Mr. Krafft viewed it, is that many stave manufacturers believe a stave after planing is not equivalent to one unplaned, and that it is unfair to judge a carload of staves by an inspection made after they have been fully planed.

Inspector Should Plane or Spoke-Shave Staves of Own Selection

On request for a motion from the chairman, Mr. Wellford moved that the inspector, providing it is necessary, spoke-shave or plane staves of his own selection out of a car to determine the cull or defect, but not to pass on the staves planed by the cooper receiving the car of staves. That the inspector should use his own judgment as to what is necessary to make an inspection, but in no case to use the staves selected by the cooper.

Mr. Wellford's motion was seconded and carried.

No Change in Half-Barrel and Spirit Wine Heading Specifications

The next recommendation up for action was one proposing a change in the thickness of half-barrel spirit and wine heading from $^{11}/_{16}$-inch to $^{5}/_{8}$-inch in thickness. The committee recommended that sections 5 and 6, page 8 of the grade rules and specifications which cover this question regarding the thickness of half-barrel spirit and wine heading remain as at present.

On motion by Mr. Wellford, the recommendation was adopted.

In bringing forward the next subject, Secretary Hirt said the recommendation referred to claims made by some members that the specifications on wine barrels are not specific. In the opinion of the committee wine barrel staves should be similar to those of the spirit stave regarding defects (Reference Section 3, Page 2, Grade Rules and Specifications).

On request by the chair, the secretary read the specifications as follows:

"Sawed wine barrel staves shall be manufactured of white oak and species of white oak that will be suitable for the purpose, sawed with the grain from straight grain bolts, and equalized, 34 inches long, and to be when kiln-dried and planed on both sides, $^{11}/_{16}$-inch thick, and when planed on one side to be $^{3}/_{4}$-inch scant thick; to average in width when close jointed, not exceeding twenty-one staves to the barrel. Slight defects not showing through on both sides admissible."

Mr. Wellford asked why the committee recommended the change, stating that in his opinion it would be a mistake to change the specification.

Chairman Sigman asked for action on the recommendation, and Mr. Wellford moved that it be rejected. Walter Johnson, Chicago, taking the floor, said, "I would like to say a few words, please. Wine barrel staves as used in the Chicago market are similar to a spirit barrel. You have to make it like a spirit barrel, if you sell a barrel that has cat faces on the outside and worm holes on the outside and it has a lot of plugs in it they don't want to take it for a clear sap barrel. I have talked to the members downstairs and they think the specifications on a wine barrel should be similar to those on the spirit barrel with the exception that the thickness, we understand is $^{11}/_{16}$. That is permissible on the wine barrel. Now, they offer wine staves but they are used for the same purpose that a spirit barrel would be used for today and I think the rules should read the same."

Replying to Mr. Johnson, Mr. Wellford said he believed the reason Mr. Johnson did not get spirit staves was because he was not in touch with the right manufacturers. Mr. Wellford offered to name two manufacturers of spirit staves when Mr. Johnson professed that he knew a lot of stave manufacturers but had not seen any spirit staves.

Foreign Wine Stave Markets Should Be Considered

Chairman Sigman felt it would not be wise to disorganize the specifications covering wine barrel staves to meet any local condition. Mr. Sigman called attention to the wine markets of Argentine, France, California and other places, for which markets the present specifications were adopted. "The specifications have been satisfactory so far," said Mr. Sigman. "Now we come to the point where some particular trade wants a spirit grade stave for a particular purpose, but some of the wine staves will not answer. That can be clearly worked out between the buyer and seller, when it comes to that point. We would be wrong in changing the specifications on wine barrel staves to meet a local condition."

Mr. Katz remarked that it looked very much as if the matter was a controversy between the different cooperage markets.

Recommendation Referred back to Committee

Mr. Calcutt objected to the group in session making any change in the particular specification under discussion. He said the matter should be referred back to the Specification Committee with recommendations from the stave men and coopers alike, so that proper consideration could be given to the matter. Mr. Calcutt made the necessary motion to this effect which being duly seconded the recommendation on wine barrel staves was again referred to the committee.

Specifications Covering No. 2 Tight Staves and Heading

The next recommendation of the committee was the result of a request from one of the members that provision be made in the grade rules covering tight cooperage material for specifications on No. 2 heading and staves. The committee recommended "that any stave that is not suitable for No. 1 grade and that will bend without breaking, is a No. 2 stave. As to heads, all heads that are not suitable for No. 1 are No. 2 and all knots and knot holes are permissible in No. 2 heading." At present there is no No. 2 grade, and the aim of the above is to establish such a grade.

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On motion by Mr. Wellford, duly seconded, the recommendation was adopted.

Minimum and Maximum Carload Quantity of Square Heading Considered

Secretary Hirt then brought forward the subject of establishing a minimum and maximum quantity of square heading in what constitutes a carload. There being no such ruling at present, the committee recommended the following:

"As to what constitutes a minimum and maximum carload of square barrel and half barrel heading, the committee is of the opinion that the minimum weight required by the railroad classification of the car shipped should govern this transaction. In other words, they are not giving you any number of pieces but judging a carload by the minimum weight specified by the railroad tariffs."

Mr. Krafft said he did not quite get the point. He thought if the recommendation were adopted it would constitute the minimum and maximum quantity, and in most cases that would be much less than the average carload of heading that is shipped today. Mr. David Katz said he could understand how a minimum weight specification could be applied, but was not so sure about a maximum weight. As Mr. Katz expressed it, a maximum car if it is overweight in itself eliminates any further loading. If it is 60,000 pounds capacity, you will have to accept 60,000 as your maximum weight. "Suppose," continued Mr. Katz, "the man ships a carload that weighs 45,000 pounds in a 100,000 car, he hasn't shipped the maximum car, a car of maximum weight, and how are you going to apply that maximum measure? The minimum weight can be easily applied. The car should not weigh below the accepted minimum rate of the railroad weight which is, I think, 36,000 pounds. There is another feature of it, there is one car say a 36-foot car is a 34,000 minimum, a 40-foot car is a 36,000 minimum weight. How can it be equalized or applied? That ruling is too flexible. I believe it would be considerably more applicable if you apply the number of pieces."

Mr. Katz also wished to make a motion that this matter be referred to the committee for better working out of the subject.

Mr. Calcutt said that it is not the size of the car the committee is trying to cover but the differential in the price when the material is purchased and when the shipper ships it. Mr. Katz said he understood that, but he did not believe the application of weight would solve the problem, not as to maximum at least.

Mr. Nancarrow here outlined the policy of his company as to carload shipments.

Fluctuating Price Market Affects Carload Shipments

"I find that carload buying is a pretty poor system, and we have long since abandoned it. If the price goes down the loading goes up, and if the price goes up the loading goes down. We formerly bought on the carload basis, and in one instance I received 1,800 sets of staves in a car bought on the carload basis, and again I have received 670 bundles per carload. It shows the possibilities in buying by the carload. We quit the carload game years ago. Now we buy so many sets, and it is up to the shipper to ship them the way he wants to, maximum or minimum."

Mr. Katz Gives His View

"That is perfectly correct," replied Mr. Katz, "when you buy by the carload and conditions arise that raise or lower the price, but if you do not have any specific limit of weight on cars, or any specific amount of staves or heading per car to constitute a minimum or maximum car, I believe the problem remains the same. The man can ship you a car of 40,000 pounds where he ordinarily would load you 50,000 or 55,000 pounds of material or he can ship you a carload, a 60,000 capacity carload with 63,000 in it, and when you receive that car you can't complain, for you received more than the maximum. On the other hand, if you receive 36,000 pounds you cannot complain that you received a minimum for it was just a little over the minimum. I don't think the specifications in there will govern or guard against that abuse of that particular thing. I am perfectly in favor of arriving at some basis, but I don't think the basis is equitable enough and able enough to cover that difficulty. There is a leeway of 30,000 pounds of weight between the minimum and maximum, or double the capacity."

Mr. Nancarrow said that Mr. Katz had set forth just the reason why they had discontinued buying on the carload basis. Mr. Nancarrow said, "If we want to buy 10,000 sets of staves, we don't say ten carloads, we say 10,000 sets, if twenty-five thousand sets of heading we buy that many whether in circle or square, if a shipper wants to put 36,000 or 75,000 pounds in a car it is up to him. If he wants to ship the 10,000 sets of staves in seven cars, that is all right. It is entirely immaterial to us as long as we get 10,000 sets. We are not interested in the maximum or minimum. I think it is a very poor way of buying. It leaves the buyer at the mercy of the seller, if there is any fluctuation in price either up or down, but if you buy a certain number of sets, staves or heading, then it is up to him to deliver that many, no matter how many cars you put them in."

Recommendation is Returned to Committee

Mr. Johnson believed the members should submit the matter to the committee again, with certain definite suggestions as to what should constitute a carload of square heading, and made a motion to that effect. On being seconded the motion was passed.

Recommendation on Cut-off Staves Adopted

The final recommendation of the committee was that on all cut-off staves the variation of one inch over the length ordered should be permissible. On motion by Mr. Wellford the recommendation was unanimously adopted. After this action the session adjourned on motion.

GENERAL SESSION

The general session of the Eleventh Semi-Annual Convention came to order at eleven o'clock Wednesday morning, November 10th, with President E. J. Kahn presiding. Opening the meeting President Kahn heartily thanked the members for the splendid attendance and especially for the way they had attended their respective group sessions as well as for the co-operation which had made possible the complete success of the semi-annual convention. After delivering his brief, but feeling remarks, President Kahn called upon Burleigh Jacobs, of Milwaukee, chairman of the Speakers Committee, to take the chair. Mr. Jacobs in a few well chosen remarks introduced the first speaker, Thomas E. Lyons, of the Bureau of Foreign and Domestic Commerce, Washington, who addressed the convention on the subject of "Railway Loss and Damage Claims."

After the applause given Mr. Lyons had ceased, Mr. Jacobs thanked him in the name of the association, and requested that the appreciation of the convention be extended to the Department of Commerce.

Wooden Barrel Leads as Shipping Package

Supplementing Mr. Lyons' talk, Mr. Jacobs advised the meeting that nineteen carriers reported claim payments on fresh fruit and vegetables in the first six months of 1926, amounting to $2,946,000, of which forty-eight per cent. was container damage, and a recent analysis of 17,000 claims shows breakage of crates represents thirty-three per cent. of the total; boxes, twenty-nine per cent.; baskets, thirteen per cent., and barrels eleven per cent. Mr. Jacobs expressed the hope that the above analysis would bring some satisfaction to the members of the cooperage industry, and at the same time prove an incentive to continue striving to make even better quality barrels.

A Banker's Vocabulary

In introducing the next speaker, Roy L. Stone, vice-president of the American National Bank, Milwaukee, Mr. Jacobs stirred a hearty laugh when he said, "Our next speaker is a banker. When I told one of the fellows that we were going to have a banker for a speaker, he said, 'What can the gentleman say? He only knows two words, and one is yes and the other no—generally no.' However, our speaker this morning has a very good command of the English language. He is a man who ranks very high in the banking fraternity, but I will not say any more about him. I will let Mr.

Stone talk to you on "What a Customer May Expect From His Bank and What a Bank Expects From Its Customer."

Rising Vote of Thanks Extended to Speakers

Before relinquishing the chair, Mr. Jacobs extended his appreciation to Mr. Stone for the well delivered talk on banking relations, and expressed the hope that both addresses of the convention, one on the technical side of business, and the other on the financial side, would prove beneficial to everyone.

On motion, regularly made and seconded, a rising vote of thanks was given the two speakers, Mr. Thomas E. Lyons, and Mr. Roy L. Stone.

President Kahn Comments on Fine Convention

Resuming the chair, President Kahn said:

"There are two or three things we would like to take up before the meeting adjourns and the convention closes. First, I would like to say, since we are thanking those who have made our stay here so pleasant and profitable, that we have had a very, very fine convention and our entertainment last night was something that we all feel could be looked back upon with a great deal of pleasure. Mr. Stone has very fittingly referred to it, and I am not going to enlarge upon it now.

"The Chicago Committee consisted of George I. Nervig, chairman; J. R. Winterbotham, vice-president of our association; Herman Katz, executive committeeman, and, I think, Walter Johnson. Some of these gentlemen are here, and if they will rise we want to give them a good ovation.

"Our secretary has called attention to the fact that during the past six months some of our very good members have passed on. It is always a sad duty to recall these things but we want to make note of it on this occasion."

Resolution Committee Appointed

Carl Meyer moved that a committee be appointed to communicate with the families of the following members of the association who have passed on during the year, expressing the sympathy of the membership: T. J. Walbert, William Trevor, Thomas Robertson.

Mr. Meyer's motion also included that the entire membership present stand for a moment in silent tribute to those sterling members of the organization who had passed to the Great Beyond.

The hush which followed Mr. Meyer's motion was broken only by the words of the chairman in presenting the motion, and all stood in reverence in memory of their departed co-workers.

Cooperage Manufacturers Favor Corporation Income Tax Reduction

Secretary Hirt called attention to "a movement among all the different large organizations towards taking steps to influence the Treasurer of the United States to reduce corporation income taxes. I think it is the purpose to reduce it from the present basis of thirteen and a half to ten per cent., and I have several letters here from different organizations, who ask us to pass a resolution that we could present in that particular favoring the ten per cent. We have a resolution drawn; if you are in favor of it, all we need to do is entertain a motion and we will act."

On motion, the convention went on record in favor of the tax reduction.

The Question of Statistics

President Kahn then addressed the meeting on the very important subject of "Statistics," saying:

"There is one thing I would like to bring up before we adjourn and that is the matter of statistics. As I have mentioned several times before, and I want to say it again, because I believe it to be a fact, this association is made up of as keen businessmen, as intelligent and able businessmen as any association with which one could be thrown, but we aren't using the facilities that we have at hand. Speaking of tight stave mills I believe that any operator here would criticize a man sawing staves if he didn't use a stave truck to carry staves but insisted on the men carrying armsful of staves from the stave saw to the lister, or wherever he would want to transport them. It is a simple comparison but it is actually true.

"I am going to ask again as several of us have at former meetings that the tight stave people report promptly and accurately the staves that are produced, and also ask the support of the coopers in reporting the staves that they have on hand.

"There has been some discussion about those matters. The St. Louis Cooperage Company, Chess and Wymond, and a number of other large concerns have been reporting each month, and we are all in business still, not giving away any secrets of your business or anything that can harm you, but the returns you are receiving you could not secure by the payment of money unless it would be a very large amount and that amount expended monthly. Have any of you anything to say regarding this matter that is so vital to us all.

Lack of Confidence Detrimental to Cooperage Trade

Taking up the subject where President Kahn finished, Mr. Sigman expressed the belief that there is too much suspicion among members of the Association relative to statistics. "Since I have been working on this matter I proceed on the theory," said Mr. Sigman, "that every report we get is 100 per cent. good, and notwithstanding statements to the contrary I still feel that way. We lack confidence in this thing more than anything else. If we are going to get any benefit from it why don't we use the best asset it contains in the way of statistics. That is the most vital element in it, and we have ignored it.

"It cost me money to come to Chicago. I sacrificed three or four days' time. I could run my business without belonging to the association. I have done it, but I believe I can get a benefit from it and with all standing shoulder to shoulder and being fair we can put it on without additional expense. We have equipment in the secretary's office that can handle things each month. You send a man around from place to place to check stock and it is an estimate after all. He can't count all the stock in the yard, some of the men may have mills in the country you don't know about. You have to take a man's word for it after all. The thing to do is make up your mind you are going to report, then accept the report at its face value as honest." (Applause.)

President Kahn confirmed Mr. Sigman's remarks, saying that there is nothing more vital to the cooperage industry than the Statistical Service. "Being convinced of this fact," continued the President, "I went to Washington in August and sought and obtained an interview with Mr. Hoover. Mr. Hoover received me very kindly and gave me almost two hours of an afternoon. I explained to him the situation we had in our business. I explained to him the distrust which I was ashamed to admit. Mr. Hoover smiled when I said that our business was different from other business. He said, 'Your business is exactly like other associations with whom we have come in contact, but what you must do is to continue to hammer on the participation of your members in the statistical service, and they will gradually come to realize and benefit by its value.'

"I am not going to give up. We are going to have some sort of statistical service in this association. I don't say that we must report to the office of the association, but I do feel that the intelligence of our members is such that this thing must appeal to them eventually, and in spite of themselves they will be able to cash in on it, as other industries are doing. Mr. Hoover showed me a list of associations ranging from bath tub manufacturers to grinding wheels and there were almost a hundred in number, including production and prices at which past sales were made, all of which are legal, and they are all unanimous in saying that it is one of the best things that has ever happened to their particular industry.

"Gentlemen, I want to ask you where we are different. Mr. Hoover says we are not. We only know our own little family. I don't see why we should not be able to benefit by the experience of the bath tub manufacturers who are human, just as we are, and who are suspicious and antagonistic, let us say, and then let us get down closer to us. Here are the slack barrel stave people, and, closer still, the tight barrel circle heading people. Now, why are we stave producers any different from those others that we have enumerated?"

Use of Statistical Service Will Get Cooperage Industry Somewhere

John Hoban, of P. Hoban, Cincinnati, Ohio, said that while the statistical service is not perfect as yet, the industry should not become discouraged, because it is getting somewhere. To his mind the association is rapidly gaining the confidence of the entire cooperage industry, and if everyone keeps eyes ahead and ceases to look back, to hold back and to find fault, greater progress will result.

In his usual able manner, President Kahn tied up Mr. Stone's address on bank relations to the value of a comprehensive statistical service. "If a stave man or cooper went to his banker, and said he needed a hundred thousand dollars, and after telling the banker the truth, that the price of staves had increased thirty per cent., we will say, to use a figure, Mr. Stone or your banker would have a right to ask 'why?' You answer, 'They are scarce.' Your banker asks, 'Why don't they make more?' and you answer. You tell him why.

"You are going to borrow this hundred thousand dollars to buy all these high priced staves. What if the price of staves goes down?"

"How are you going to pay this hundred thousand dollars? Somebody has got to pay.

"I just want to draw you a picture. I may be wrong but I think I am right. There are now possibly 150 stave mills closed down. We, after this convention, understand that the price of staves will be considerably increased. Those 150 stave mills that are now closed down may be started up by their owners. If they are started and put in operation, and let's say each one of those 150 stave mills has put in their yard 200 cords of bolts, figuring two cords to the thousand, that will mean each one of these 150 stave mills will produce 100,000 staves. We can do that without any trouble with the weather that can now be expected within the next few weeks. That will mean a production of fifteen million staves. I think we ought to know whether these 150 stave mills are going to be put in production, and statistical reports will give us that information, not only you but me and everybody else in the business. I just want to leave that thought with you."

Fred J. Brunner, of the U. S. Bung Manufacturing Co., Cincinnati, Ohio, followed President Kahn with some very interesting information on the value of statistical service to a number of industries of which he had direct knowledge. Mr. Brunner said: "I can't help but say a few words on several points involved in your statistical discussion. I happen to be in a position where I travel extensively and visit today sixty-five different lines of industry all over the country, trying to see conditions or outlook for some of the things we make.

"Proof of your statistics were given me by a record from Mexico where we get certain material, and the state of Mexico, when they find there is a certain profit shown to the statistics, make you divide so the employees get more money out of it. That is the value of statistics there. Somebody benefits by the situation.

"Going further, we must recognize that today is the age of group organization. Through these different lines of industry I visit annually three different national organizations, one of which is The Associated Cooperage Industries of America.

Complete Statistics Are Profitable

"Within the past sixty days I happened to be in Detroit with one of the largest organizations in the world, the American Foundrymen's Association. They started about thirty years ago and twenty years ago they started to gather statistics. The last meeting was international and I want to tell you that ten years ago the members distrusted themselves but came to a realization of the fact and today in consequence of their changed attitude they have profited wonderfully. Just the thought sent out last night at the banquet—good fellwship, loyalty and co-operation is the secret of all success." (Applause.)

Annual Banquet and Entertainment Best Ever Provided

The report of the Eleventh Semi-Annual Convention would be incomplete without mention of the splendid entertainment and sumptuous banquet held in the Banquet Hall of the Sherman Hotel, on Tuesday evening, November 9th.

The gastronomic artistry of the Sherman Hotel was at its best, and the feast was a merry one.

As to the entertainment provided by members of the Chicago Cooperage trade—well, it was a "bang-up" one and a winner in every way. Especially was the tableau which opened the entertainment worthy of commendation. This tableau depicted three of the prime requisites of success, both in business life and social life—"Good Fellowship, Loyalty, and Co-operation."

There was a great business lesson contained in that little tableau, one that should

Banquet of The Associated Cooperage Industries, Sherman Hotel, Chicago, Tuesday Evening, November 9th.

be recognized and considered thoughtfully by all who witnessed it.

The practice of the first virtue by all in the cooperage trade, will quickly develop a lasting loyalty to the wooden barrel, and good fellowship and loyalty combined will produce that co-operation which will have as its result the greater good and greater progress of the cooperage industry as a whole.

If the comments of the members in the lobby on Wednesday morning are to be taken as a criterion, the Chicago entertainment may be pronounced the most elaborate and successful ever given to visiting cooperage and cooperage stock manufacturers, and THE JOURNAL'S congratulations are extended to the following who helped make the entertainment possible:

Acme Steel Company, E. C. Atkins & Company, D. Burkhartsmeier Cooperage Co., Burkhartsmeier Bros., Carnegie Steel Company, John Eiszner Company, Theo. Geissmann Co., Chas. Grotnes Machine Works, Hellmuth Cooperage Co., E. Henning, Inc., J. D. Hollingshead Company, Illinois Cooperage Mfg. Co., K. W. Jacobs Cooperage Co., T. Johnson Co., Jos. H. Kirk Co., Menasha Woodenware Co., National Cooperage & W. W. Co., Ozark Stave Co., J. C. Pennoyer Co., Pioneer Cooperage Co., Pittsburgh Steel Co., A. L. Poessel & Co., M. H. Ritzwoller Co., D. W. Ryan Cooperage Co., C. R. Seelig, Sharon Steel Hoop Co., B. C. Sheahan Co., Swift & Co., Western Cooperage Co., J. H. Winterbotham & Son, Wm. Glader Machine Works.

Good Fellowship, Loyalty and Co-operation Spell Success for All

In his closing words to the convention President Kahn also referred to the tableau at the banquet, depicting "Good Fellowship, Loyalty and Co-operation." "Let's change co-operation to statistics," said the president, "for that is what it means.

"I want to thank you all. It has been a wonderful convention, and I am going back home with a feeling that we are in a real industry, we have a real membership and we are serving our place in the industry of this country. And, if each one of you will apply the same intelligence, the same high standard of ethics that I have encountered at this convention I don't feel a bit fearful of the future of our industry or of your individual business. I want to thank you again and want to say may God bless you all." (Applause.)

The general meeting adjourned at one-thirty and the eleventh semi-annual convention of the Associated Cooperage Industries of America became a matter of record as well as a meeting long to be remembered.

Protest Proposed Increase in Rates to Canada

The rates on staves, hoops and heading, from southwestern and southeastern territories to Canadian points are being threatened with advances.

This is the result of the Canadian and C. F. A. Lines demanding some changes in the basis of divisions of the rates to Canadian destinations. Several conferences have been held between the carriers, but no satisfactory agreement could be reached.

Therefore, it was proposed to cancel all through rates to Canadian points with a view of bringing the entire matter before the I. C. C. and Canadian Rate Commission in the form of an I. & S. proceeding. This proposition was submitted to the shippers by southwestern carriers at a conference held in St. Louis, Mo., Tuesday, October 19th. The Associated Industries of America were represented at this particular meeting and were instrumental in having the proposal of the carriers disapproved. Another conference between shippers and all carriers interested will be held on some future date for the purpose of working out a solution of the problem.

The Association will also be represented at the coming conference.

Fruit Juice Company to Enlarge Scope

Outlining its present activities and future plans, the Florida Pure Fruit Juice Company of Tampa, Florida, A. N. Duncan, secretary, which recently incorporated, will use the trade-mark "Citrola" for its products. It is now establishing a plant at Tampa for the extraction and preparation of fruit juices, which it hopes to have in operation for the coming crop. Branch factories will be organized in fruit centers most convenient to growers.

An Important Correction

To the end of correcting some discrepancies which appeared in article as carried in the October number of THE JOURNAL, relative to petition by the Brooklyn Trust Company of New York for right of foreclosure on Lucas E. Moore Stave Company property, we print the following letter received from the Brooklyn Trust Company with statement covering the points in question.

BROOKLYN, N. Y.,
November 16, 1926.

EDITOR, THE JOURNAL:

We appreciate very much your forwarding copy of article relative to our petition for foreclosure of mortgage securing bond issue (Lucas E. Moore Stave Company, First Mortgage and Collateral Trust 20-Year 7½% Sinking Fund Gold Bonds), and as it is not a correct statement of facts, we trust you will publish statement setting forth the following corrections. To begin with, the book values of assets of Lucas E. Moore Stave Company of Louisiana, as of January 1, 1926, were approximately $2,000,000, rather than $3,000,000 as stated, and the book values of stock (not bonds) of subsidiary companies were about $200,000 rather than $250,000, all of which values were greatly in excess of the actual value of these properties and securities.

Statement to the effect that Brooklyn Trust Company was agent for Lucas E. Moore Stave Company is incorrect, as we have never acted in this, or any similar capacity for said company and were in no way interested in bringing out or underwriting said bond issue, being merely designated by the investment house who underwrote the issue as the trustee in mortgage securing same. The above suit is based on said mortgage dated July 1, 1922, and is being carried on pursuant to the provisions thereof.

Timber rights referred to included also rights in Tennessee property in addition to other States mentioned.

At the time this bond issue was brought out, it was not stipulated that the money acquired thereby should be used for improving the mills and property of the company, as stated in your article. We have been informed by the investment house who underwrote and brought out this issue, and of our own knowledge we know, that this money was to be used to retire the then current indebtedness of Lucas E. Moore Stave Company with a number of banks and trust companies, which was done.

The mortgage contained a clause for the redemption of bonds prior to maturity thereof at a price of 107½ of their principal amount. They were payable at maturity at their face value. As the Sinking Fund provisions allowed the Brooklyn Trust Company, as trustee, to buy bonds in the open market for retirement, with funds in Sinking Fund Account, we paid well below par for most of the bonds purchased, which accounts for the large portion of bonds of this issue retired to date.

For your information, the action of the Beeson-Moore Stave Company, of Arkansas, against the above Lucas E. Moore Stave Company was brought in February rather than March of this year.

Except as above stated, your article appears to be correct.

Yours very truly,
GILBERT H. THIRKIELD,
Vice-President, Brooklyn Trust Company.

Good Business Conditions Prevail in Buffalo

The demand for flour barrels is continuing in a satisfactory manner this month, and coopers term business as being rather good, although they could still handle more orders. The chief demand for flour barrels is for the export trade and shipments. There would probably be more export trade if it were not for the British coal strike, which has put a premium on freights, since so many vessels have been confining their activities to the coal trade that a scarcity has existed in other traffic.

Buffalo Occupies High Rank in Industry

The Chamber of Commerce has been calling attention to the fact that Buffalo is a city of unusually diversified industry; that it is not spoken of as a big steel manufacturing center, though it is the largest steelmaking city east of Pittsburgh, or as a leader in flour-milling, though it is the second city in the country in this line, and destined, in all probability, to be first before many months elapse. In this connection it may well be noted that a good deal of diversification in the cooperage industry has taken place here within a comparatively few months. Instead of confining its cooperage activities almost entirely to slack barrels, this city is now an important center for the manufacture of tight packages as well.

Flour and Apple Barrel Orders Keep Country Coopers Going

Some belated trade in flour barrels has been enjoyed by country coopers lately, mostly in small lots. Apple growers have found that a truck load or so more barrels were necessary in many instances in order to piece out their season's requirements.

Problems of the Fruit Grower

Apple growers have not had a satisfactory season. Fruit has been cheap and the labor to pick it has been expensive. The situation is thus described by a Perry, N. Y., farmer in a letter to a local newspaper:

"Note in your issue a letter advising farmers how to aid themselves with produce. Have a neighbor who, with his hired man, lately put in six and a half days picking and grading ninety bushels of apples; 2,933 pounds of the best at 60 cents per 100 pounds brought $17.60. The balance, around 30 bushels, culls, or cider apples, cannot be sold, as there is no market for them here.

"Now six and a half days' labor at $5 a day, board yourself, is the living wage, comes to $32.50. Then there was half a day team work in hauling the 2,933 pounds to market, worth $2.50. Total cost to pick and market, $35. So this neighbor received $17.60 for $35 worth of time and labor. Did this produce aid the farmer? And if so, what were the apples actually worth hanging on the trees?

"Millions of bushels of apples will go to waste this year, as they are not worth picking at the price the apples will now bring, and the cost of labor required to pick, grade and haul to market."

Perhaps this farmer's situation is not as bad as it might seem, however. He has charged all his labor against his apples, and doubtless some of it should be charged to other farm work, as, for instance, his dairy, if he has a few cows, and these may brace up his income. Then, too, what apples he does not sell will provide a part of his family's food bill for months.

King Apples Both in Size and Quality

A more cheerful story of apples comes from Ellicottville, N. Y. Two King apples, one weighing one pound and three ounces and measuring 14¾ inches around, the other weighing one ounce heavier and measuring 15 inches around, were on exhibition there the other day. They are believed to be the record as to size for that section and were grown on an old, uncultivated tree. A few apples like this would fill a barrel and if a grower could only produce such fruit regularly he would have no cause for complaint as to prices. The world would be seeking his apple orchard.

Slack Stock Quotations Practically Unchanged

Not much change in slack cooperage quotations has taken place lately. Apple barrel material is inclined to ease off, owing to the lateness of the season. As of November 20th, quotations are:

5′ 6″ hoops	$17.25 to $17.50
6′ hoops	18.25 to 18.50
6′ 9″ hoops	19.00 to 19.25
No. 1, 28½″ gum mixed staves	16.50 to 17.00
No. 1, 30″ gum mixed staves	17.25 to 17.50
Mill-run, 28½″ cottonwood	13.25 to 13.50
Mill-run, 28½″ gum mixed	12.75 to 13.00
No. 1, 17¼″ basswood heading	14½c to 15c
Mill-run, 17¼″ h'dw'd heading	10¾c to 11¼c
Mill-run, 17¼″ pine heading	9¼c to 9½c

Notes of the Buffalo Trade

The Quaker City Cooperage Co. reports flour barrel trade as showing a good amount of fall activity. President H. T. Pennypacker recently returned from a trip to Princeton, N. J.

The Niagara Cooperage Co., Lockport, states that flour barrel trade has improved recently and that fruit barrels have also been in some demand.

The Buffalo Barrel and Keg Co. has had a satisfactory season in the cider and vinegar barrel line and expects that other trade will keep the plant fairly busy during the remainder of the year.

Association's Traffic Activities Save Thousands of Dollars For Cooperage Industry

History of Class D Rate Case Proves Tremendous Value of Traffic Department

By C. A. BRUCKER*
Traffic Manager, The Associated Cooperage Industries of America

Suggestion was made that a detailed report be rendered at the semi-annual convention of The Associated Cooperage Industries of America, held in Chicago, November 8th, 9th and 10th, of the history of the rates on cooperage, *i. e.*, barrels, half barrels, kegs, etc., between points in Western Trunk Line Territory, which, as most members of the cooperage industry know, have been under attack for many years, even previous to the amalgamation of our present Association.

Unfortunately I am unable to go back any further than the year 1916, due to the fact that the file covering this subject prior to that time is not in our possession, although we understand that the cooperage manufacturers were confronted with the same problem as far back as the year 1910, at which time the Western Classification Committee arbitrarily changed the classification basis from Class D to Class B rating, which at that time meant an increase of approximately 25 to 60% in said territory. This, we further understand, was approved by what was then known as the State Board of Railroad Commissioners in the State of Kansas and was later also approved by similar bodies in other States in Western Trunk Line Territory.

Barrel Consuming Industries Join Cooperage Manufacturers in Protest

The cooperage interests, aided by their customers, such as flour millers, apple shippers, cement mills, and other consumers of barrels, made such a vigorous protest to the carriers that individual lines undertook to re-establish the Class D rating by publishing it as an exception to the classification. A few years later in May, 1914, a committee of all the carriers met at Excelsior Springs, Mo., with a view of getting all carriers to agree to withdraw the Class D rating then published in the exception circular. This meeting, however, was duly attended by various cooperage manufacturers and objections as made proved very successful. Consequently, the Class D rating was again continued.

Public Utilities Commission of Kansas Deny Carriers' Application

In December, 1915, the carriers applied to the Public Utilities Commission of Kansas to withdraw the Class D exception, so as to permit the application of the classification proper which named a Class B rating. This proposal was placed on a special docket to be heard December 16, 1915. The chairman of the Classification Committee as well as railroad attorneys appeared for the carriers, while numerous individuals appeared on behalf of the cooperage interests. The Commission, after hearing the testimony, denied the carriers' application and permitted no change to be made at that time.

Cooperage Manufacturers Submit Plan to Western Trunk Line Committee

As this did not definitely settle the matter, and as the carriers still felt that an increase should be made, a meeting of members of the National Slack Cooperage Manufacturers' Association was held February 23, 1916, at the old Planters Hotel, St. Louis, Mo., at which time all members of that group agreed to a plan to be submitted to the carriers effecting a slight increase in revenue by raising the minimum weights on 40- and 50-ft. cars to 15,960 and 25,200 lbs. respectively, and allowing Class D to prevail, as it was felt this would satisfy the carriers.

Carriers Accept Increased Weights Suggested by Cooperage Manufacturers

A hearing before the Western Trunk Line Committee was then scheduled for Excelsior Springs, Mo., March 27, 1916, at which time the above plan was submitted. The members of said committee recommended the adoption of the proposal to the executive board of the Western Trunk Line Association, who in turn approved same and the proposed increase was published effective July 1, 1916.

Carriers Suspend Two for One Rule on Own Initiative

Although the plan submitted to the carriers involved only slack cooperage and did not make any proposal as to the cancellation of the use of the two for one rule, the carriers, however, seemed to have taken it upon themselves to cancel said rule in addition to advancing the minimum weights on both kinds of cooperage. This caused great dissatisfaction and petitions for suspension were filed by the tight cooperage manufacturers, with the result that the Commission suspended the entire item covering both tight and slack cooperage, and after due hearing which was held in Kansas City, Mo., December 2, 1916, the Commission did not uphold the advanced minimum weights as published by the carriers, consequently, throwing the entire matter back to its original basis.

Cancellation of Class D Rating From the Exceptions Again Disapproved

On April 15, 1920, Mr. E. B. Boyd, Chairman of the Western Trunk Line Committee, again placed on the docket a proposal to cancel the Class D rating from the exceptions and allowing the classification proper to apply. A hearing was scheduled for June 2, 1920, at Chicago, Ill., which was attended by the Association, and the Standing Rate Committee, after giving this subject due consideration, recommended disapproval of this application.

Alertness of Association's Traffic Department Defeats Carriers' Strategy

Again, on February 16, 1921, the Western Trunk Line Committee redocketed this matter with a view of having the Class D rating cancelled, and another hearing was held in Chicago, Ill., April 19, 1921, which was also duly attended by the Association. In the meantime the Association was required to furnish some data to the Standing Rate Committee in connection with the subject concerning the actual loading of barrels, etc. No further advice was received as to the disposition of this docket until January 16, 1922, when one of the carriers incidentally mentioned the fact that the Standing Rate Committee had approved the cancellation of Class D rating, etc. The notice of the action taken by the committee was sent out to the carriers in the form of a circular letter which stated the approval, and further stated that if no objections were received by January 20th the matter would stand approved. Immediately steps were taken by us and fortunately we were able to have one of the lines file objection to the action taken, which had the effect of placing the matter before the General Traffic Committee. The subject was then brought up at a meeting of the latter committee, which was held February 7, 1922, and motion was made and sustained that the entire matter be postponed indefinitely.

Association Successfully Fights to Rescind Cancellation Approval

Not having heard anything further about the matter it was assumed that same had automatically been disposed of, when suddenly, and very much to our surprise, official notice was received on January 5, 1924, to the effect that the committee had approved the proposal to cancel Class D rating, on which hearing was held April 19, 1921. In view of the matter having remained inactive for a period of almost two years, and then having been handled without due notice to us, we immediately prevailed upon the carriers interested to petition the chairman to withhold any definite action in order to afford us another opportunity to prepare

* Delivered before eleventh semi-annual convention, The Associated Cooperage Industries of America, Sherman Hotel, Chicago, Ill., November 8th.

and present our case. In view of this action the matter was again scheduled for hearing before the General Traffic Committee in Chicago, Ill., January 15, 1924. The Association was represented at this hearing, together with many members and interested parties, and as a result of the hearing the General Traffic Committee rescinded the action taken at their previous meeting.

Carriers Change Mode of Attack

The matter was then passed back to the Standing Rate Committee, who immediately placed same on the public docket again with the same proposal to cancel Class D rating, except that at this time the advance was to be to Class A instead of fourth class or two classes lower than previously proposed, with additional advance however effected by the cancellation of the two for one rule.

The committee seemed very anxious to dispose of the matter at this time and set the date of hearing for March 26, 1924. However, as this did not give us sufficient time to prepare, a postponement was granted until April 15, 1924. This hearing was later cancelled and the matter taken out of the hands of the Standing Rate Committee and passed back to the General Traffic Committee who gave consideration to the subject at a meeting held in Excelsior Springs, Mo., April 1, 1924. This committee took no action other than to pass same along to the executive officers for their consideration.

Protest of Shippers Made to Traffic Committee's Executive Officers

In the meantime strong objections were made to these officers with reference to any change and as a result of their meeting held May 22, 1924, no action was taken except that recommendation was made to publish separate items for tight and slack cooperage with no change in the rating or minimum weight. This committee, however, further recommended to the Standing Rate Committee that the matter be again placed on the docket proposing Class B, as they felt this would afford a better ground for compromise.

Fourth Class Rating Proposed by Standing Rate Committee

The Standing Rate Committee at this time, however, proposed and recommended fourth class without further hearing, to which serious objections were raised and we were again able to have the subject given consideration by the executive officers, who at their meeting November 21, 1924, approved the recommendation of the Standing Rate Committee with respect to cancelling Class D and publishing fourth class. Not having been given an opportunity to appear before the committee prior to disposal of the matter at this time, we urged the member lines to request Chairman Boyd to place same on the docket for public hearing. A hearing having been granted us we again appeared before the Executive Committee January 28, 1925. The recommendations which resulted from this meeting were that the subject be considered by the conference of executive officers of Eastern, Western and Illinois lines to be called within a short time and if no definite action taken either for or against the proposition then the Western Trunk Line Committee should proceed at once to cancel the two for one rule. There being no prospects of a meeting of the above conference the executive officers at their meeting March 11, 1925, recommended that the above change be made, whereupon publication followed effective May 1, 1925.

The advance effected by the cancellation of the two for one rule appeared to have satisfied all concerned and no further action was taken by us. However, in the meantime petitions had been filed with the I. C. C. for suspension of the advance which was duly granted. Efforts were then made to have the protestants withdraw the applications for suspension as it had been deemed more advisable to accept the increase rather than to permit the matter to come before the Interstate Commerce Commission. Prior to date set for hearing of this matter protestants withdrew from the case and the suspension docket was cancelled.

Class A Rating With Minimum Weights Adopted by Executive Officers

In the meantime a complaint was filed with the Interstate Commerce Commission wherein attack was made on the Class D rating, which further agitated the matter and influenced the carriers to again endeavor to bring about an increase. It was therefore again proposed to cancel Class D and establish in lieu therefor Class B. This was considered by the executive officers at their meeting January 29, 1926, and instead of adopting the proposed Class B rating recommendation was made to establish Class A with reasonable minimum weights, but that same was not to be acted upon until the Standing Rate Committee had investigated and reported back to the executive officers the proper minimum weight, which should be adopted. The Standing Rate Committee recommended a minimum of 10,000 lbs. and 12,000 lbs. for 36-ft. cars, subject to Rule 34 on slack cooperage and tight cooperage respectively, whereupon action was taken by the Executive Committee and Class A rating with above minimum weights was adopted.

Carriers Disagree With Class A Ruling

During the course of handling this matter a certain member line made the assertion that under no circumstances would they permit any advance to be made effective beyond Class B. Therefore, after finding that Class A had been approved there naturally arose some disappointment and efforts were put forth to again have the matter brought up before the executive officers for reconsideration. Accordingly, another opportunity was afforded us to appear before them and prior to the hearing, which was scheduled for July 15th, 1926, at Duluth, Minn., a meeting of cooperage manufacturers was held in St. Louis, Mo., and Chicago, Ill., and a course decided upon as to the action to be taken at the hearing.

Class B Rates Adopted Though Various State Commissions Still Withhold Approval

Cooperage manufacturers, and others interested, as well as the Association were represented. As a result of the hearing Class B was adopted and publication made effective August 1, 1926. Applications were then filed with the I. C. C. for suspension of the Class B rating but the Commission denied all applications and the new rate went into effect on the date set. The Illinois Commerce Commission, however, did not permit the advanced rating to become effective, same being now under suspension. No authority has as yet been secured from the Kansas, Minnesota, Nebraska and Wisconsin State Commissions, so that the Class D rate still remains in effect on traffic moving within the above States.

Cottonseed Oil Production Now in Excess of 1925

According to Census Bureau reports, the amount of cottonseed crushed in the three-month period August 1st to October 31st totaled 1,476,841 tons, compared with 1,411,375 tons in the same period last year, and cottonseed on hand at mills October 31st totaled 1,146,792 tons, compared with 1,272,981 a year ago.

Cottonseed products manufactured in the period and on hand October 31st included:

Crude oil produced, 440,339,867 pounds, compared with 410,311,007, and on hand, 104,777,908 pounds, compared with 92,314,768.

Refined oil produced, 306,443,336 pounds, compared with 290,598,672, and on hand, 132,578,395 pounds, compared with 78,165,847.

Exports of cottonseed oil, crude and refined, for the three months totaled:

Crude oil, 1,562,082 pounds, compared with 5,605,844; refined oil 1,750,766, compared with 8,393,455.

Greater Exports of Barreled Apples

This year's extra bountiful supplies of American apples are finding an increased outlet both in Germany and Great Britain.

Reports from the Government Bureau of Agricultural Economics indicate that 50,000 more barrels and 105,000 more boxes of apples a week now are being shipped abroad from the United States and Canada than was the case last year.

Purchases Hoop Plant

The Southern Hoop Co., has acquired the plant of the Desha Cooperage Co., at McGehee, Ark., and will place it in operation after remodeling.

Erecting Stave and Heading Mill

Sessoms Land and Securities Co., Cogdell, Ga., is building a sawmill and stave and heading mill, and will install machinery. J. M. Morse is superintendent of the plant.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

PLANTS FOR SALE

SLACK PLANT FOR SALE

Modern slack cooperage plant in operation. Write for full particulars. Address "H," care of "The National Coopers' Journal," Philadelphia, Pa.

WOODWORKING PLANT FOR SALE

Located on M. & NA. and Missouri Pacific Railroads, 17 acres in modern city of seventy-five hundred, unlimited hardwood timber supply, three-room kiln 60x100 ft., equipped Sturtevant outfits, ample iron clad mill building with line shaft, two engines, two brick furnace boilers 150 H. P. each. All good repairs. Priced reasonably. Address "PLANT," care "The National Coopers' Journal," Philadelphia, Pa.

STOCK WANTED

WANTED—30" and 36" by ¾" White Oak Oil Staves. February, March, April shipment. Address DALLAS COOPERAGE Co., Dallas, Texas.

MACHINERY FOR SALE

Two 20x39 Whitney stave-sawing machines complete.
Two 20x39 extra drums.
One Greenwood single stave crozing machine.
One Greenwood stave bolt equalizer.
One Gerlach stave planer.
One Frick Eclipse 35 H. P. engine and boiler, mounted on wheels.

HICKORY RUN MANUFACTURING CO.
705 ANB Building, Allentown, Pa.

FOR SALE—One 24-inch Gerlach Stave Saw. Address Box 995, Wilmington, N. C.

FOR SALE—One large Gerlach stave-sawing machine with one Whitney and one Gerlach saw 26" dia., about 50 or better long. Just right for oil or syrup staves.

W. H. HARDING
Houlton, Me.
R. F. D. No. 5

MACHINERY FOR SALE

REBUILT STAVE and HEADING MACHINERY

Two Greenwood heading turners.
One heading sawing machine.
One No. 4 stave cutter.

ROCHESTER BARREL MACHINE WORKS, Manufacturers of "Greenwood" Stave and Heading Machinery, Rochester, N. Y.

SECOND-HAND BARRELS FOR SALE

FOR SALE—We can furnish carload firwood thirty-gallon packages without heads, good condition, at very reasonable price. Address BRUECKMANN COOPERAGE COMPANY, 2415 S. Third St., St. Louis, Mo.

FOR SALE—Cottonseed oil, Crisco and lard barrels. Also light machine oil drums. Address AMERICAN COOPERAGE CO., 11th and Fayette Sts., Baltimore, Md.

MACHINERY WANTED

WANTED—Good used Holmes No. 97½ Wood Hoop Stapler. Address A. B. HOUTZ, Elizabeth City, N. C.

TIMBER FOR SALE

HARDWOOD TIMBER OPPORTUNITY

4,400 acres good timber and fair land.
3,000,000 feet of oak, hickory, beech, etc.
60,000 cross ties, three miles from N. C. & St. L. Ry.
15 miles from Nashville, Tenn., on good road.
Price, $10 per acre, long time with security.

FOURTH AND FIRST NATIONAL BANK, Nashville, Tenn.

OZARK CUT LEAF WHITE OAK

30,000 acres especially selected oak for staves. Price right. H. P. DURRELL, Cent. Off. Bldg., Cincinnati, Ohio.

TIMBER FOR SALE

FOR SALE—Ten million feet, by actual cruise, virgin mountain hardwood timber, standing on 2,000 acres limestone land in Bath County, Virginia, principally white oak, but containing yellow poplar, black walnut, chestnut, which the blight has not attacked, chestnut, oak, hickory, maple, basswood, etc. Nearest distance to Hot Springs Branch, Chesapeake & Ohio Railroad about 3½ miles, farthest distance about 8 miles, average haul about 5 miles. Good roads, mostly level and down grade. Logging conditions are good, practically all down grade. Many of the white oak and yellow poplar trees will cut 3 to 4 through the butt and 50 to 60 feet to the first limb. This timber will stand thorough and rigid examination, which is invited. Will furnish high class reference if required. If interested, address Box 743, Lynchburg, Va.

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STEEL HOOPS IN 125-LB. COILS

100 Bundles 2¼x10 Ga. Galv.
235 " 2 x11 " Black
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HALF BARRELS WANTED

WE want your lowest prices, F. O. B. Phila., on half barrels, new or second-hand, fit for paint, soap and grease. Give description in first letter. Address McLOUGHLIN BROTHERS, 82nd, Eastwick Ave. and P. R. R., Philadelphia, Pa.

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Manufacturers of
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Swing saws up to 60-inch diameter. Pendulum-type roller bearing pivot carriage, correctly balanced, makes operation easy.
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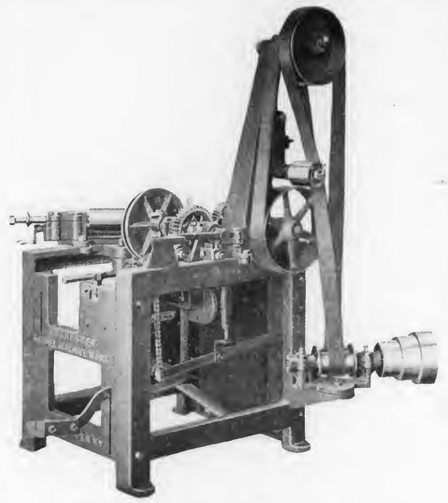

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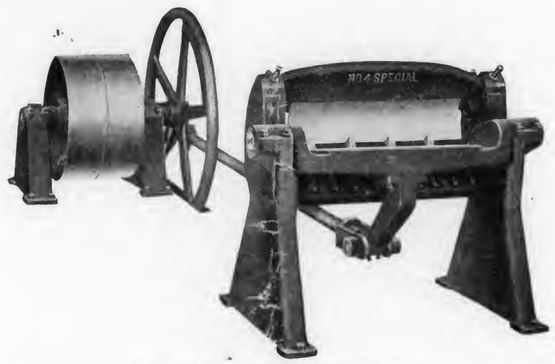

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Catalog upon request

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Successor to JOHN GREENWOOD

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DEVOTED TO THE COOPERAGE INDUSTRY

A paper of great value to all stave, hoop, heading and liner manufacturers; to all makers and users of barrels, kegs, casks, tubs, pails, machinery and mill supplies.

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SLACK BARREL STAVES

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This accomplishment is in line with our constant endeavor to merit the confidence of our trade as producers of the Highest Grade Stock.

We are equipped to satisfactorily handle your 1927 requirements for

STAVES 18" to 48" **HOOPS All Lengths**

HEADING All Diameters

"They've Made Their Way the Way They're Made"

Mill Shoals Cooperage Company

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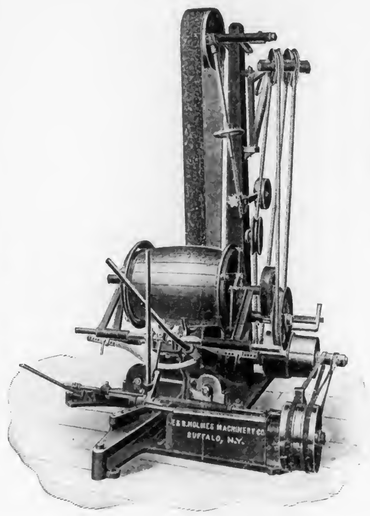
Holmes No. 16½ Barrel Sanding Machine

Polishes Your Barrel



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"The Champion" Heats More Barrels and Does it Better Than Any Other Heater Made

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Hynson's O. K. Croze, all metal

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WIRE HOOPS

WHEN a barrel is bound with American Wire Hoops, the cost of the completed package is reduced. The low price of Wire Hoops means a more economical job.

Barrels bound with American Wire Hoops measure up to every requirement of modern transportation. Wire Hoops insure longer life for barrels, and greater protection for shipments.

Bind *your* barrels with American Wire Hoops and assure your customers of added satisfaction. We invite your inquiry for detailed information.

Secure bilge hoops with Staples or Fasteners as illustrated.

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REPUTATION founded on years of experience in manufacture is what backs every shipment of our cooperage stock, slack and tight. We make

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Alcohol, wine, oil, syrup, fish, olive and all kinds of barrels and casks for liquids.

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Thirty years of Quality production is the foundation upon which our leadership in the trade is based. Our equipment, technical knowledge and experience are placed at your disposal.

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Enormous Factory Capacity
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Red Oak and White Oak
from 9" to 23" in diameter of the best quality

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Tight Barrel
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Slack Staves, Heading, Hoops, Liners, Nails

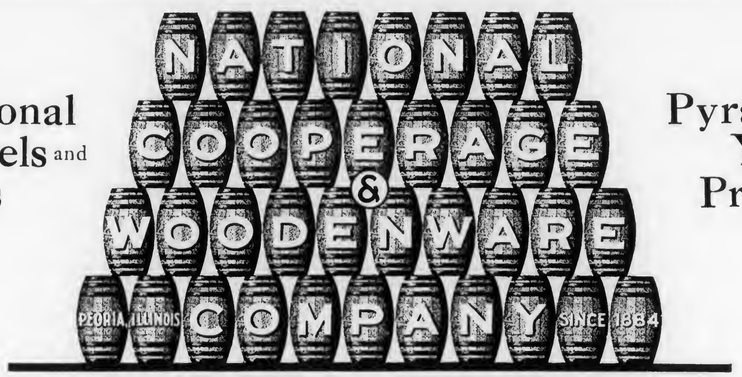
Our facilities are unequalled for handling all orders. QUALITY stock in any quantity desired, straight, mixed, or matched cars.

TIGHT Kegs and Barrels

All sizes and grades, to meet all requirements

SAGINAW MICHIGAN

National Barrels and Kegs



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"Service" Is Our Slogan

The care exercised in the selection of timber; our modern mill equipment and efficient workmanship, guarantee the high grade of our

TIGHT STAVES AND HEADING

Mills at
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EVERYTHING BUT THE "BUNG-HOLE"

11 BROADWAY, NEW YORK CITY

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KEGS and BARRELS

Any Kind For Any Purpose
Wooden Pails for the Candy Trade

COOPERAGE STOCK

Hoops, Staves, Heading
Cooper Tacks, Truss Hoops

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—Time To Buy—

Apple Barrel Stock

for 1927 deliveries is NOW

Elm and Wire Hoops
Gum, Tupelo and Cottonwood Staves
Pine, Gum and Hardwood Heading
Patented Curved Liners

Straight—Mixed—Matched Cars
or Local Lots

Every Shipment Positively Guaranteed

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FUNNEL IN PLACE
OPERATOR PUTTING ON HEAD HOOP

FUNNEL REMOVED
OPERATOR PLACING BILGE HOOP

TELESCOPED BARRELS

Saves Storage Space and Freight Costs.

Skilled Labor NOT REQUIRED for Assembling.

These barrels are heated in our plant and can be made ready for use by one man at the rate of from 40 to 60 barrels per hour.

Any quality of stock you want can be used in these telescoped barrels from No. 3 grade to the finest of tongued and grooved No. 1.

Write us for prices.

Sandusky Cooperage & Lumber Co.

Buder Bldg. St. Louis

C. E. MURRAY

Manufacturer

Best SOUTHERN PINE HEADING Quality

DECHERD TENNESSEE

BEVEL OR SQUARE EDGE

SIZES 9¼″ to 24″

1927 GREETS COOPERAGE TRADE WITH PROMISE OF SURPASSING 1926 AS GOOD BUSINESS YEAR

1927 Brings Prospects of Good Business at Profitable Prices

MEMPHIS, TENN.,
December 20, 1926.

EDITOR, THE JOURNAL:

1926 has wound up in a very satisfactory manner and it looks as if 1927, or rather the early part of it, will be a busy time with prospects of good prices, for both the manufacturers of cooperage stock and barrels.

It will be unfortunate if the prices of materials advance beyond the prices which they are now selling, because this will force an increase in the price of cooperage, which is now about as high as it should ever be, and any further advance will have a tendency to encourage the use of substitute containers.

The production of materials for 1927 will govern the price for which these materials will be sold, and an over production will result in cooperage stock being sold below the cost, as it was during the greater part of 1926.

Yours very truly,

CHICKASAW WOOD PRODUCTS CO.,
WALKER L. WELLFORD, *President.*

1926 Best Since 1920—Inventory Lowest in Five Years—Outlook for 1927 Fair

ALLENTOWN, PA.,
December 15, 1926.

EDITOR, THE JOURNAL:

We have had a fairly good year. Our inventory is the lowest in five years. While the margin of profit is very close, we are saved the carrying charges on inventory, which is not inconsiderable.

We manufacture mostly half-inch thick sawn staves, from oak, for the cement trade, and while we are not producing in quantities of former years, we have been fortunate to move what we did produce, and the outlook for 1927 is very fair.

While on the subject of cement barrel material, would state that there have been drastic changes since 1920. Prior to and leading up to 1920, all of us, and there were quite a few, manufacturing these cement barrel staves, were busy as bees. Never could catch up with the demand, when like a bolt out of a clear sky, demand ceased entirely and for two years there was no buying at all. Since then there has been slight yearly improvement and the year just closing has been the best since the slump of 1920.

While there is still quite some exporting of cement to the South American countries, much of this product is now being shipped in moistproof bags. The cost is admittedly greater than for wood shipments, yet the trade demands the moistproof bags and is willing to pay the difference.

Fruit staves were in good demand. We had a large inventory of sawn chestnut fruit staves, some we carried for two years. All of this material has been closed out, and by the way, sawn chestnut fruit staves will very soon be a thing of the past. The chestnut timber remaining in our vicinity, is so badly blighted, it will not pay to cut it. We know of very little green chestnut timber—none in our neck of the woods.

Truly yours,

TREXLER COOPERAGE COMPANY,
OSCAR H. TREXLER.

Every One Will Be Satisfied With 1927 as a Business Year

HOUSTON, TEXAS,
December 17, 1926.

EDITOR, THE JOURNAL:

We would attempt to make no predictions for next year, as our opinion as a rule is based on the opinion of others, who, we believe, are in better position to make such predictions than are we. However, there seems to be a general conflict of such opinions at this time, some are rather skeptical as to 1927, others predict continued prosperity, while others actually say that indications point to a poor year. Every prophet seems to have good reasons for making his predictions and for that reason it is awfully hard to judge.

We refer to general conditions only, but as for the cooperage business, we cannot see anything big in store for it as there seems to be very little demand for cooperage at the present time, and we cannot see where this demand will get any better next year. It is true that prices on cooperage material are stronger now, but no doubt these prices will stimulate production just as soon as weather conditions permit and with this production prices will be lower again.

Summing it all up as to business in general, personally we cannot see why 1927 should be an overwhelmingly big year and certainly there is no reason for it being a poor year, and we believe that 1927 may be larger than 1926, it may be the same or it may be smaller, but we believe that at the end of next year everyone will be pretty well satisfied.

Yours very truly,

HIRSCH COOPERAGE & STEEL PACKAGE CO.

Encouraging Outlook for 1927—Cooperage Industry Will Benefit

ST. LOUIS, MO.,
December 20, 1926.

EDITOR, THE JOURNAL:

In accordance with the views and prophecy of some of our prominent industrial leaders and financiers, we may well look forward to a prosperous 1927, and approach the New Year with a feeling of optimism and confidence.

Reports from various commercial and manufacturing centers of the country indicate a healthy trade condition, with practically no excess amount of stocks on hand. With the passing of the inventory period which has its influence in curtailing the usual trend of business, an early replenishment of seasonable requirements may be expected.

Therefore, in considering the favorable views of business men generally with respect to a continuance of satisfactory trade conditions experienced the past year, together with the encouraging outlook for 1927, the cooperage industry can look forward to a prosperous New Year.

Yours very truly,

C. G. HIRT, *Secretary-Manager,*
The Associated Cooperage Industries of America.

Look for Good Business During 1927—Apple Barrel Stock Buyers Already Placing Orders

DETROIT, MICH.,
December 27, 1926.

EDITOR, THE JOURNAL:

We look for a good business during the coming year. The volume of business transacted during 1926 was satisfactory, although there was some let-up in purchasing since October 1st. However, we are already receiving inquiries for early shipments of apple barrel stock, and some of the larger buyers are interested in contracting for their supply for the coming year.

The excellent work of the Associated Cooperage Industries of America among the various branches of the Cooperage Industry is bringing about a feeling of confidence in the trade and it appears that all of the factors connected with the manufacturing and distributing of slack cooperage stock are working more harmoniously, and this in itself will surely bring about stability in price and uniform good quality.

Very truly yours,

HENRY WINEMAN, JR.,
FRANK M. SCHERER, *Genl. Mgr.*

1926 a Favorable Year—No Reason Why Industry Should Not Continue on an Even Keel

SAINT LOUIS, MO.,
December 20, 1926.

EDITOR, THE JOURNAL:

As old 1926 comes galloping down the home stretch, we are glad to say that everything considered, it has been a pretty good year after all, and we believe all those engaged in the industry are better satisfied with the general trend of things than they have been for a long time past.

We believe this condition has been brought about by a greater disposition on the part of stock and barrel manufacturers to cooperate to supply the trade with a good package. A substantial aid in this direction has been a fairly steady market with good stock available throughout the entire year at reasonable prices. There was perhaps less fluctuation during 1926 than for several years past, and there seems to be no reason why the industry should not continue on an even keel.

It is our firm belief that production has not quite kept pace with consumption, which fact has been brought about by very unfavorable manufacturing conditions in the milling section, but with a little better weather and perhaps a little more energy expended, the production will no doubt be brought up to a more satisfactory basis. This of course, is essential, and we all hope that 1927 will show such favorable signs for the industry that a great many package users who are not now patronizing our industry will be converted to the use of the old reliable package—the WOODEN BARREL.

Yours very truly,
THE GIDEON-ANDERSON COMPANY,
C. F. BUCHELE.

Last Quarter of 1926 Better Than Previous Nine Months; Optimistic as to 1927

WINCHENDON, MASS.,
December 15, 1926.

EDITOR, THE JOURNAL:

Since October 1st we have booked more business for machines in our tub and pail line than in all the previous months of the year, therefore we are inclined to feel optimistic in our outlook of the new year's business.

Inquiries for replacements and additional equipment indicate a trend toward modernizing the machinery entering into production, including the application of motor drive wherever possible.

Matching and Squeezing machines for box work have been moving slowly, yet we feel that this line is due for improvement.

There is a brisk demand for general purpose wood working machines, with every indication that this will continue for some time.

Yours truly,
GOODSPEED MACHINE CO.,
H. H. ELLIOTT, *Secy.-Treas.*

1927 Should Produce Very Good Volume of Business

INDIANAPOLIS, IND.,
December 16, 1926.

EDITOR, THE JOURNAL:

The indications which we have are that there is going to be very good business for SOFTEX Dry Kilns in 1927, due to the fact that most of our customers believe business will be, at the worst, at least above fair grade. Many of them look for a very good year.

President Kahn's New Year Message to the Trade

EDITOR, THE JOURNAL:

I would like to say to the Cooperage Industry that in retrospect the year 1926 just closing brings to mind the uncertainty with which we greeted its beginning. From all branches we heard the advice to proceed cautiously.

Organization of a statistical service by The Associated Cooperage Industries of America, and the benefits derived from our Association meetings, permitted us to proceed cautiously but not blindly. The result has been a profitable year for the industry as a whole.

The November, 1926, Convention of the Association proved another valuable step in more closely knitting our members together, and we in the cooperage industry look to the New Year with justifiable optimism. We are united in properly manufacturing and extending the use of the SUPERIOR WOODEN BARREL.

To all in the Cooperage Industry, both members of the Association, and those who are not members at present, I extend my best wishes for a most prosperous New Year, and express the hope that when 1928 rolls around we will have a united industry of 100 per cent. membership in The Associated Cooperage Industries of America, with everyone working and striving for the advancement and welfare of the Wooden Barrel.

Cordially yours,

E. J. KAHN, *President*
The Associated Cooperage Industries of America

The result is that all of them are planning to take advantage of the situation by reducing their manufacturing costs at the very first operation which is the drying of their product and that is going to mean not only new kilns, but a lot of remodelled kilns.

We believe that the year will be another good one, as has been this past year.

Cordially yours,
THE STANDARD DRY KILN CO.,
VICTOR R. JOSE, JR., *Secretary.*

Wooden Barrel One of the Essentials of Paint, Oil and Lacquer Industry

CHICAGO, ILL.,
December 23, 1926.

EDITOR, THE JOURNAL:

I don't know that I can add much to the plain statement that the paint, oil and lacquer industry has doubled in three years, and is prepared to treble itself within a couple of years more. Production is increasing rapidly and so is consumption.

The paint, oil and lacquer trades are much interested in tight cooperage. Raw materials for these trades in the form of pigments like white lead, zinc oxide, lithopone, whiting, blanc fixe and asbestine among the whites, and all the mineral dry colors which come in powder form are large users of slack barrels.

The slack barrel industry is also one of the essentials of the rosin trade, and the tight barrel for turpentine. The naval stores industry has very definitely taken action looking towards the continuance of the wooden barrel, and are opposed to the use of metal containers.

The paint, oil and lacquer industry is growing in modern methods, and to a certain extent the metal container is taking the place of the wooden barrel. However, the Forest Products Laboratory has shown quite conclusively that the wooden barrel has many things to recommend it, and it is looked upon by the industry as one of the essentials.

Yours very truly,
O. MCG. HOWARD, *Editor,*
Paint, Oil and Chemical Review.

See No Reason Why 1927 Should Not See Continuance of Present Excellent Business

LELAND, MISS.,
December 17, 1926.

EDITOR, THE JOURNAL:

We find business at the present very satisfactory and see no reason why it should not continue so well into 1927. Our mills are all running, we have an ample supply of timber ahead and we have many nice orders booked, so for us the first part, at least, of 1927 looks very good and we believe it will continue good throughout the year.

Yours truly,
TURNER-FARBER-LOVE COMPANY,
WALTER F. LITTLE, *Treasurer.*

1926 a Good Year—1927 Will Be Even Better

BOUND BROOK, N. J.,
December 27, 1926.

EDITOR, THE JOURNAL:

The past year has been very, very good, and it seems, from all indications, that the coming year is going to be far better. Already we have a considerable number of orders for delivery next year.

Yours very truly,
WUELFING COOPERAGE CO.,
G. J. WUELFING, *Prop.*

Cooperage Business on Eastern Shore Fair in 1926; Have Great Expectations for 1927

BLOXOM, VA.,
December 15, 1926.

EDITOR, THE JOURNAL:

We gain much information from your valuable paper and are able to keep in touch with the pulse of the cooperage business by reading THE JOURNAL.

On the Eastern Shore of Virginia business was fair this year. Although most of the crops sold around cost, collections were fair and farmers and barrel manufacturers are hopeful, planning for 1927 about as usual. Better times are expected for 1927 especially since the Eastern Shore of Virginia Chamber of Commerce has done so much to advertise our lands and resources this year. Thirty thousand sweet potato folders were distributed by the Chamber, along with other literature bearing on the resources of this section.

Respectfully yours,
LITTLETON BARREL COMPANY,
H. A. LITTLETON, *President.*

Cooperage Stock Manufacturers Have Enjoyed a Period of Prosperity

MOUND CITY, ILL.,
December 21, 1926.

EDITOR, THE JOURNAL:

The cooperage industry throughout the Middle West appears to have enjoyed a period of great prosperity the latter half of this year. Our plant has been operating steadily in the manufacture of coiled hoops. Moreover, prices have been satisfactory.

As for the coming year, while the question of mills securing a sufficient supply of raw materials, due to heavy rains through the producing territory, may have much to do with prices of stock during 1927, all indications point to a good start-off, and unless something unusual happens, the new year should prove a good one for all barrel stock manufacturers.

Yours truly,
O. L. BARTLETT.

Short Crop of Cooperage Flag

SENECA FALLS, N. Y.,
December 18, 1926.

EDITOR, THE JOURNAL:

The crop of cooperage flag this year has been very short compared with that of previous years. Early freezing weather stopped all harvesting.

Yours truly,
P. T. CASEY.

Present Business Satisfactory—Outlook Very Encouraging

SOUTH HARWICH, MASS.
December 15, 1926.

EDITOR, THE JOURNAL:

My business is very satisfactory, and the outlook encouraging. While I could do more, I have no complaint to make, but make the most of what comes my way.

Very truly yours,
R. H. SMALL.

Look for Better Business to Continue During 1927

PITTSBURGH, PA.,
December 15, 1926.

EDITOR, THE JOURNAL:

Business with us the last month has been fairly good, at least, it has been an improvement over the previous month. We are hopeful that this improvement will continue through 1927.

Yours truly,
MORRIS WALSH SONS,
THOMAS A. WALSH, *President.*

Have Had a Good Year—Situation Very Satisfactory

BIRMINGHAM, ALA.,
December 24, 1926.

EDITOR, THE JOURNAL:

Business has been very good the past year, and is at the present time. We have been kept busy and had no time to stock up. Orders are coming in right along so we feel the general situation is very satisfactory.

Very truly yours,
SOUTHERN STAVE SAW & MACHINE CO.,
A. W. HOFSTED, *President.*

Naval Stores Operators Choose Jacksonville for Get-Together Conference

Carl F. Speh, New Orleans, La., chairman of the Committee on Program, announces the selection of Jacksonville, Florida, as the meeting place for the fourth annual Get-Together Conference of the naval stores industry on March 8, 9, 10. P. J. Aycock is chairman in charge of arrangements.

The committee in charge are planning for a big gathering in keeping with the industry's record of a bigger meeting each year.

Preparing Plans for New York State Apple Show

According to report, plans are being made for a large display of apple varieties by the horticulturists of the Agricultural Experiment Station at Geneva, N. Y., at the winter meeting of the State Horticultural Society to be held in Rochester in January. A good apple season has made possible the selection of representative specimens of a large number of the apple varieties grown on the station grounds, and these, together with specimens of some of the new varieties of fruit created at the station, will form the main feature of the station's display.

Ten Months' Exports of Cooperage

Exports of wood and its manufactures for the first ten months of 1926 reached a total of 121.5 million dollars, which exceeded the value for January-October, 1925, by 2.3 millions.

However, cooperage exports were slightly less than in 1925.

The exports of cooperage for October exceeded $1,000,000 in value, and the total for January-October reached $8,593,720, or about $240,000 less than for last year. Total quantities were: For tight staves, 23,375,777 (number); tight shooks, 1,057,473 (sets); slack staves, 32,095,375 (number); slack shooks, 665,379 (sets); tight heading, 982,194 (sets); slack heading, 1,918,130 (sets).

Russian Staves Quoted 20% Lower Than American Staves in Bordeaux Market

Supplementing a report issued April 27th on stave exports into Bordeaux, France, Vice-Consul James D. Childs writes as follows, covering stave exports for the six-month period, January 1, 1926 to June 30, 1926:

"Figures taken from the Bordeaux Customs House show importation of 11,401 metric tons of oak staves in special commerce during the six months January to June, 1926, almost half of which came from Russia.

"The following table gives the imports at Bordeaux in general and special commerce during the period in question together with the exporting countries:

	* General Commerce	† Special Commerce	
Country of Origin	Metric Tons	Metric Tons	Value in Francs
Russia	2,745	5,599	9,085,000
Yugoslavia .	2,113	2,113	3,093,000
United States	1,988	1,988	3,034,000
Poland	1,543	1,524	2,954,000
Latvia	143	143	341,000
Great Britain	19	19	27,000
Algeria ...	15	15	30,000
Total	8,566	11,401	18,564,000

* General Commerce includes all merchandise arriving, whether declared for consumption, transit, warehouse, transshipment, reexportation, or temporary admission.

† Special Commerce includes all merchandise sent into consumption, *i. e.*, all merchandise imported free and all which has paid duty on arrival; also all which subsequently to being declared for transit, warehouse, transshipment, or temporary admission has paid duty and been entered for consumption.

"The 1926 wine crop is predicted as being much below the normal in quantity, which fact of course has a direct and immediate bearing upon the stave market. Notwithstanding the predicted lightness of the crop there is a steady, though not a heavy demand for oak staves.

"The principal buyers of oak staves are the big chateaus whose products are being quoted at prices never before reached.

"Chestnut staves which were at first considered to be only a temporary expedient are coming more into general use, especially for wines of the lower grades.

The Russian product is quoted in pounds sterling at approximately 20 per cent. less than American staves. Both of these quotations are c. i. f. Bordeaux.

Purchase Assets of Cooperage Company

It is reported that the Shull Lumber and Shingle Company has purchased the assets of the Finke Bros. Cooperage & Shingle Mill, at Kalama, Wash.

THE NATIONAL COOPERS' JOURNAL
DEVOTED TO THE COOPERAGE INDUSTRY

ESTABLISHED 1885

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M. E. DOANE
EDITOR

J. A. MURPHY
BUSINESS MANAGER

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CORRESPONDENCE

The columns of THE NATIONAL COOPERS' JOURNAL are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

HAPPY NEW YEAR

The Old Year has passed,
The New Year is here;
So we wish you all Prosperity,
Health and Good Cheer.

"Let's Keep Our Feet on the Ground," Fine Slogan for 1927

"NOTHING can alter the self-apparent fact that prosperity in the United States has reached a high mark. It will go higher, and we shall all reap the benefits if we keep our feet on the ground."

So, in part, said Victor M. Cutter, President of the United Fruit Company, New York City, in his reply to a query put to him recently as to "What does the year 1927 hold for Commercial and Industrial America?"

In his full reply Mr. Cutter, in a few well chosen sentences, not only painted a clear picture of present business conditions in the United States, but also gave the soundest advice for a continuance of the present prosperity during the entire year of 1927, which advice is contained in the significant statement that "We shall all reap the benefits if we keep our feet on the ground."

Taking the country as a whole, we doubt if there is one in the American business world today who can truthfully say that 1926 was not a satisfactory trade year. The leaders in industry, finance, economics, etc., are all agreed that at no time in our history have the people of these United States enjoyed such prosperity as during the past year, or such as they are enjoying at the present moment. Railroading, industry, finance and commerce have all had an exceptional year, and while there may be some lines of business which have had depressions, such instances will, undoubtedly, prove to be isolated ones, with the depressions due to over-expansion and over-production, which will disappear just as soon as demand and supply are more equally balanced.

With all our present splendid prosperity and the assured prospects of steady trade and business increase which 1927 holds out, it is expert wisdom that cautions us all to "keep our feet on the ground." One of the most dangerous things that could happen to the business world would be to become over-enthusiastic, and let go of the reins. The New Year, just opening, gives no evidence of boom periods, but there is going to be profit for everyone during the year 1927, and there should be no serious interruption of continued prosperity during the entire year. If there is, then, as Judge Elbert Gary, Chairman of the United States Steel Corporation, says, "the diminished prosperity will be the fault of ourselves, and not the fault of natural conditions."

The same factors that make for general prosperity also make for prosperity throughout the cooperage industry, because whatever affects general industry affects individual lines of industry, with but few exceptions.

For the cooperage industry, then, during 1927 THE JOURNAL predicts a very active and successful business year, with profitable prices, provided the manufacturers of cooperage and cooperage stock give full heed and act upon the advice quoted above—"to keep their feet on the ground."

1926, just ended, has been one of the best years that the cooperage industry has had since 1920. There are but few members of the trade who did not round out 1926 with a profit. Throughout the year supply and demand remained fairly well balanced, thus keeping trade conditions healthy.

But, during the coming months we must all keep our feet on the ground, both as to production and prices. Present strong prices for cooperage and cooperage stock should not be a stimulant for over-production, nor the basis on which to plan a program of abnormal prices. The situation which prevails in general business of small profits and large volume is bound to have a reflection in the cooperage industry, and if we allow prices to get beyond our control, or to a point where the consumer considers them exorbitant, we are merely furnishing an added incentive to the wooden barrel user to turn to substitute containers.

THE JOURNAL is wonderfully optimistic as to the future of our industry during the coming year, and it is a reasoned optimism and not one borne of over-confidence. We firmly believe that 1927 promises well for every branch of the cooperage trade. There is every evidence of an abundance of orders at money-making prices, but to insure the stability of our trade, and a continuance of prosperity, it is necessary that we all keep our feet on the ground. And, judging from the contents of the trade review and future business forecast letters carried in this issue of THE JOURNAL, we do not think that there is a single cooperage or cooperage stock manufacturer who has not planned and does not intend to do that very thing.

A New Year's Message to the Cooperage Industry That Spells Trade Success and Business Prosperity

IN his New Year Message to the Cooperage Trade, President Kahn expresses the hope that a more closely united industry may develop, to the end that the fullest possible advantage may be taken of the splendid business prospects which the coming year holds out for every cooperage and cooperage stock manufacturer, tight and slack, large and small.

That THE JOURNAL is in fullest accord with President Kahn's desires and hope, will be at once understood by the trade, as a whole, since a united cooperage industry has ever been THE JOURNAL'S constant urge and steady effort during its forty-two years of exclusive service in the cooperage field.

Should 1927, therefore, bring the realization of President Kahn's hope and the culmination of THE JOURNAL'S years old aspiration, it would see the cooperage industry making giant strides along the lines of tremendous trade extension and wonderful business success.

There is going to be too much necessary work during the next twelve months in behalf of the wooden barrel, for the individual to do it alone. No matter how hard one tries, singly, one can only accomplish a certain amount of good work and worthy as all such effort is, it is not sufficient to bring about the desired and possible results.

New channels of distribution, advertising of the wooden barrel, stabilizing of prices and production through complete statistics, etc., must all have exhaustive attention if the cooperage industry is to prosper and increase as it can during 1927.

There is not a representative trade in industry today that is not laying comprehensive plans for future expansion, and the fact that cooperage and cooperage stock manufacturers must keep in mind is that the manufacturers of packages competitive with the wooden barrel are numbered among these progressive seekers and builders of future trade. Advertising appropriations, research and survey, and every other legitimate means are being made use of through organized associations to advance their particular trades.

No longer can the cooperage trade continue to play the game as individuals, and achieve the fullest success. We have said that our industry is an individualistic one, with respect to alliances with competitive trades, and we still hold to that tenet, but this individualism should not attain within our industry itself since it is only by full trade co-operation through organized association channels that the greatest trade protection and business good can come.

While association membership is not absolutely essential to the successful operation of an individual business, it is, nevertheless, essential insofar as the ultimate protection of trade interests is concerned. With the disintegration of trade in any line the business of the individual suffers no matter how firmly it has been established or how efficiently it is manned.

Today is the day of organized effort and today membership in his trade association will enable any manufacturer or business man to more successfully carry on his affairs than he would otherwise be able to do.

In The Associated Cooperage Industries of America the cooperage trade has an organization fully worthy of its entire support and co-operation. Our Association's foundation is sound and while it has already done much good work for the cooperage industry during the years it has been in existence, THE JOURNAL holds and contends that the real power and effectiveness of organized effort has not yet even been scratched by the cooperage industry.

Therefore, with our vision firmly fixed upon our steadfast goal, that is, the holding secure and advancing at all times of the best interests of the wooden barrel, THE JOURNAL at the beginning of this most promising year of 1927, joins with President Kahn, in bespeaking for our trade association, The Associated Cooperage Industries of America, a greatly increased membership. The more united and the more closely co-ordinated the cooperage industry becomes the more effectual its working in the way of trade protection and business surety for the whole, while larger and more prosperous grows the individual business of each member.

There is true magic in our association slogan, "One for all—all for One." Prove it for yourself by becoming an active member at once.

WANTS IN COOPERAGE LINES

A firm in Cuba is in the market to purchase 500 to 600 whiskey barrels. Address No. 2238, Bureau Foreign and Domestic Commerce, Washington, D. C.

American Cooperage Co., Fort Worth, Texas, is in the market for white oak keg staves for charred spirit kegs; also quotations on 30" cottonwood slack staves and 19⅛" and 19¾" pine slack heading, in carlots.

1926 Best Year Trade Has Had in Some Time—Prospects for 1927 Promising—C. M. Van Aken

The year 1926 has been one of the best years that the cooperage people of the East have seen in some time. Throughout the entire year the supply and demand has been pretty well balanced. Well balanced supply and demand invariably insures fair prices.

Of course a statement that the supply and demand has been well balanced does not indicate at all as to whether the balancing was done with a small supply and small demand or with a large supply and large demand. This year, however, the balancing has been somewhere in between the two extremes.

No one feels that the 1926 volume of business was abnormally great nor could anyone rightly say that the amount of business transacted was discouragingly small. As a result the manufacturing end of the business does not feel like erecting new mills, nor do they feel like tearing down those they have. The consuming end of the business seems to have an impression that because many barrels were used last year it is more than likely that there will be a demand for them during the coming year.

As a rule the month of December is a light month with most of the eastern cooperage stock dealers. The larger barrel manufacturers desire a small supply on hand when the January 1st inventory is taken, and many of the smaller barrel manufacturers refrain from December shipments, because they do not want material arriving during the holiday period. In spite of this there has been enough business left over from November, and enough odd car shipments in December, to make the last month of the year check out pretty well with the preceding months. Like the Bishop who was fond of mince pie and went from the first piece to the second without knowing it, so we slip from one year to another. Before we can wind up the business of 1926 we are taking on business for 1927.

The prospects are now promising, but it is only the, "Seventh Son," of a "Seventh Son," who could tell us anything of what the year is going to bring forth. However, we can see far enough into the coming year so that we do not feel like the pessimist who wore both suspenders and a belt. As far as we can see it looks good to us.

Nation-wide Survey Indicates Good Business Will Continue During the Coming Year

National Association of Manufacturers Analysis Shows Great Majority Noting Favorable Present Conditions—Good Prospects for Winter—Stocks Normal or Low

With a great majority of the nation's manufacturers reporting present trade favorable in degrees varying from excellent to good to fair, and with an ever greater number viewing the prospects for winter as favorable, a continuation of the present remarkable commercial activity over into the year to come is indicated by the results of a trade survey by the National Association of Manufacturers presented to the recent convention of the Association, in New York City. The survey was made by means of a questionnaire sent to members of the Association, embracing manufacturers in various lines which were divided into sixteen basic groups.

The questionnaire covered present and future trade conditions, comparisons of trade with the same period in 1925, stocks on hand, employment and wage conditions, production, sales quantities and sales values, and labor conditions. Summarized the answers showed that, not only are current trade and winter prospects viewed as favorable, but that employment and wage conditions are on a higher level, with increased figures of production sales quantities and sales values reported in many lines, while a state of almost complete industrial peace prevails.

The consensus as to present trade was 92 per cent. favorable, 19 per cent. reporting it excellent; 73 per cent. good to fair, and only 8 per cent. pronouncing it poor.

Prospects for the winter were viewed as excellent by 16 per cent., good to fair by 83 per cent., and poor by 1 per cent.

Better business than in 1925 was reported by 50 per cent. of the answers, with 25 per cent. each noting it as unchanged or lower.

Normal stocks on hand were reported by 76 per cent. and low by 16 per cent., with 8 per cent. reporting overstocks.

An increase in employment since last fall was reported by 68 per cent., of whom 8 per cent. noted a large increase, while 32 per cent. noted a decrease, the decrease being large in the experience of 3 per cent. of those reporting.

An adequate supply of labor of all classes was reported by most of the answers, but 10 per cent. reported a shortage of skilled labor and 4 per cent. of unskilled workers.

Wages were reported higher than last fall by more than 89 per cent., of whom more than 5 per cent. noted a large increase, while 9 per cent. noted a small decrease and less than 1 per cent. a large decrease.

An average increase of 17 per cent. in production was reported, while in the case of reported decreases the average was 19 per cent.

In sales quantities the reported increase averaged 16 per cent., while those who experienced a decrease reported an average of the same figure.

Where sales values were reported higher than last fall the increase averaged 14 per cent., with the reported decreases averaging 15 per cent.

While most of the answers to the questionnaire were confined to a simple checking of the various items, some of the manufacturers in submitting their answers gave their opinions as to what is needful to maintain and improve the nation's business. Among these were suggestions that the farmer's problem be settled in a way to afford him a market direct to the consumer, and that politics be eliminated from the consideration of the agricultural question.

Among the reports received were those outlining present conditions and prospects in the following wooden barrel consuming industries:

Agricultural Products and Foodstuffs

Present trade is reported excellent by 12 per cent. of the answers, good to fair by 84 per cent., with only 4 per cent. reporting it poor. Prospects for the winter are reported good to fair by 90 per cent., and excellent by 10 per cent. Trade is better than last fall, according to 36 per cent., lower by 23 per cent., and unchanged by 41 per cent. Stocks on hand are reported normal by 69 per cent., low by 3 per cent., and over by 28 per cent. A small increase in employment as compared with last fall is the experience of 72 per cent., while 28 per cent. report a small decrease. No shortage of skilled labor is reported by 91 per cent., but 9 per cent. report it; while 84 per cent. report no shortage in unskilled labor and 16 per cent. report a shortage. A small increase in wages over last fall is reported by 75 per cent., 25 per cent. reporting a small decrease. An average increase of ten per cent. is reported in production as compared with last fall, with those experiencing a decrease reporting an average of 13 per cent. Sales quantities increased 13 per cent. according to those reporting an increase, while the average decrease was 10 per cent. The increase in sales values averaged 9 per cent. according to those reporting an increase, and an average decrease of 13 per cent.

Chemicals

Excellent present trade conditions were reported by 12 per cent., good to fair by 77 per cent., and poor by 11 per cent. Winter prospects were reported excellent by 12 per cent., good to fair by 83 per cent., and poor by 5 per cent. An improved trade over last fall was reported by 64 per cent., unchanged by 27 per cent., and lower by 9 per cent. Normal stocks were reported by 75 per cent., low by 18 per cent., and over by 7 per cent. A small increase in employment was reported by 60 per cent., and 40 per cent. reported a small decrease. No shortage of skilled or unskilled labor existed, while 88 per cent. reported small increases in wages and 12 per cent. a small decrease. Increased production by an average of 13 per cent. was reported, while the reported decrease averaged 50 per cent. Greater sales quantities averaging 12 per cent. were reported, and sales values were reported higher by 13 per cent. The industry reported no strikes, and 2 per cent. reported them eliminated.

Glass, Crockery and Porcelain

Present trade was pronounced good to fair by 82 per cent., excellent by 9 per cent., and poor by 9 per cent. Opinion was unanimous that the prospects for winter trade are good to fair. Better trade than last fall was reported by 64 per cent., with 36 per cent. reporting it unchanged. Large increases in employment were reported by 11 per cent., small by 67 per cent., large decrease and a small decrease by 11 per cent., each. All agreed that there is no labor shortage in the industry. An average increase of 13 per cent. in production was reported, with an average increase of 14 per cent. in sales quantities. Sales values were reported higher than last fall by an average of more than 12 per cent., with others reporting an average decrease of 5 per cent.

Paints, Oils and Varnishes

Ninety-one per cent. reported present trade as good to fair, and 9 per cent. as excellent. Winter prospects were pronounced good to fair by 87 per cent., excellent by 10 per cent. and poor by 3 per cent. Better trade than last fall was reported by 19 per cent., unchanged by 43 per cent., and lower by 38 per cent. Normal stocks on hand were reported by 78 per cent. and low by 22 per cent. A small increase in employment since last fall was reported by 58 per cent., while a small decrease was reported by 42 per cent. There was no labor shortage in the industry, and 92 per cent. reported a small increase in wages over last fall, with 8 per cent. reporting a small decrease. Production increases reported averaged 7 per cent., with an average reported decrease of 13 per cent. Sales quantities were reported greater by 6 per cent., and less by an average of 13 per cent.

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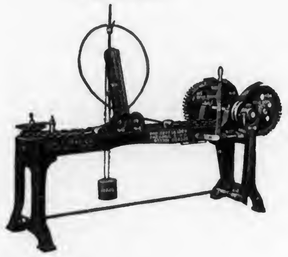

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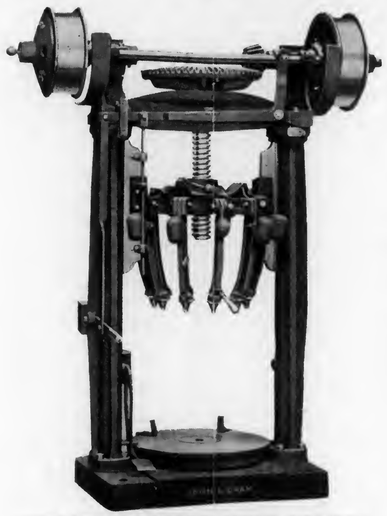

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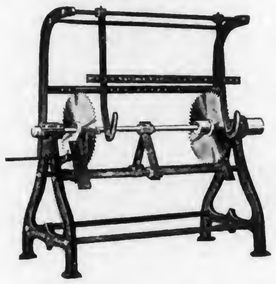

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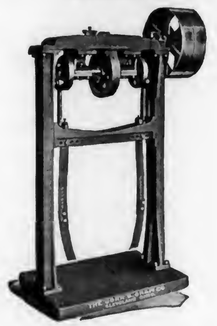

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STAVES, SHINGLES AND LATH

Forty-Five Years in the Cooperage Industry

Reminiscences Covering Almost a Half Century in the Cooperage Trade

By JAMES INNES
The Sutherland, Innes Co., Ltd.

As I am probably one of the oldest members of the cooperage industry it may interest JOURNAL readers to hear some of my reminiscences during the years I have been in the business.

Forty-five years ago, or in the year 1880, I joined the firm of Sutherland & Innes, Vauxhall Road, Liverpool, England, who at that time were importers of cooperage stock, both tight and slack, makers of slack barrels, tight barrels, tierces, puncheons, etc., dealers in second hand slack barrels and tierces, tight barrels of all kinds from hogsheads to kegs; in fact our firm did a general cooperage business.

We imported staves, heading, and elm hoops from U. S. A., spruce staves from Norway, oak staves from Russia and hoops from France and Holland. All slack barrels and tierces in those years in England were made from spruce staves and heading, imported from Norway and Sweden (principally), half round hoops were imported from France and Holland, or were made in England. Tight barrels were made from staves imported from Russia, Germany, United States and Canada. Importations of Russian staves were heavy and were the standard for beer or porter casks, American oak, it was supposed, contained so much tannin as to injure malt liquors.

The Wooden Barrel Was the Accepted Standard

Slack barrels were used for fish (dry and in salt), cement, sugar, bottled malts, liquors, soft drinks, ginger ale, etc., lard (in bladders), flour (for ship's use and export), and in fact mostly everything exported or traveling any distance domestically went in wooden barrels.

All Commodities Imported Arrived in Wooden Barrels

About the year 1880 large quantities of commodities from the United States and Canada began to arrive in England in barrels; sugar, flour, oysters and apples. The flour barrels were made from red oak or basswood, the sugar barrels from red oak or elm, the oyster barrels mostly red oak but some elm, and the apple barrels were made of oak, elm and spruce.

Economy of Wooden Barrel Quickly Demonstrated

Hundreds of thousands of barrels of oysters in the shell, and apples, arrived annually and as the oysters were immediately planted at the seashore to fatten up, an outlet had to be found for the barrels they came in as they were too precious to burn. These oyster barrels were trimmed and sold for shipping lime, cement and other purposes where odor was not objectionable.

The empty apple, sugar and flour barrels were trimmed and used for bottled beers and wares which required an odorless barrel, or a barrel of better grade than No. 2.

James Innes Passes On

With little warning the grim reaper struck the cooperage industry a sudden and sad blow, when death claimed James Innes, of The Sutherland, Innes Company, Ltd., Chatham, Ont., on December 14th.

Mr. and Mrs. Innes were in Detroit for a week-end, and on Monday morning, December 13th, about three o'clock, Mr. Innes suffered a stroke of paralysis. He lost consciousness, and remained in that state until seven-thirty o'clock Tuesday evening, December 14th, when he quietly passed on.

To the hundreds of personal and business friends of Mr. Innes throughout the cooperage trade his death will be deeply felt and long regretted. A man of excellent qualities and sterling worth, Mr. Innes, for 45 years, had been a bulwark of the cooperage industry, and in his passing our trade has lost not only a pioneer, but a tireless worker for the best interests of the wooden barrel that we can ill afford to part with.

Mr. Innes' reminiscences, which he prepared for THE JOURNAL'S 1927 Annual Number, cover his activities along cooperage lines more thoroughly than we could have summarized them, and though THE JOURNAL little knew, when we requested this article from Mr. Innes, that the hand that penned it would so soon be stilled, yet we are glad to have this record of a lifetime well spent in the cooperage trade.

Elm Staves and Hoops and Hardwood Heading Introduced to British Trade for Sugar Barrels

There was no lump sugar at that time, except French loaf sugar, but in 1884 or thereabouts, Hy. Tate & Sons, of London, England, invented Tate's cubes, lump sugar as we know it now, and all of this was packed in barrels. Elm staves, elm hoops and hardwood heading introduced by Sutherland & Innes from Canada were used in the manufacture of these lump sugar barrels. Previous to this, 25-lb. lump sugar loaves were the form in which this product was sold. These sugar loaves were broken up by the grocers into small lumps. Moist sugar as it was then called, or granulated sugar which now takes its place, was shipped in 224-lb. bags, or 330-lb. barrels. All of this trade is now packed in boxes or cartons, except the little for ship's use which is put up in barrels.

All flour manufactured in the British Isles was packed in 224-lb. bags for domestic use, and in 200-lb. barrels for export or ship's stores.

Cement for export all went into barrels For domestic use jute bags were used which bags were returnable.

Lard was filled into bladders, then packed with rice hulls in barrels both for domestic use and export. A lard pail was unknown until a later date. All lard from abroad arrived in England in tierces and was refined after arrival.

Drum Sawn Staves Were Unknown

As drum saws were unknown at that time, spruce staves were made on a lath machine, with no circle. Staves were uniformly 3 inches or 4 inches wide, arrived unjointed and were jointed by the coopers on plane jointers. Heading, cants, and centres were put up in bundles separately, all uniform, turned by a hand saw, and bevelled by the coopers with a draw knife. All barrel makers were coopers then, having served either five or seven years apprenticeship, and they could make real barrels.

Raw Sugar Shipped in Puncheons or Tierces

All raw sugars arrived in puncheons or tierces, made from oak or birch. These puncheons or tierces, after being emptied, were bought by our company or by other coopers, trimmed, and then used for heavy chemicals, rubber, etc., for export.

This sugar trade alone was an immense business at that time, and as the demand for casks was larger than the supply, shooked sugar puncheons and tierces were imported from Canada and the United States, and made up in England and Scotland.

British Coopers Demanded Rived Tight Staves

Tight cooperage stock was mostly imported in the rough. The rough stock was dressed by hand by the British coopers. Nothing but rived staves were accepted. Drum sawn staves were unsalable at that time. I can remember that when one of our friends in the U. S. A. consigned a carload of fine sawed whiskey staves to us, planed and jointed, we could not get the coopers in Liverpool to work them and we had to dispose of these staves in small lots to coopers in Ireland, who made barrels themselves only, and had no hired coopers. It took us about two years to get rid of them.

The Coopers' Unions were very strong at that time, and it was only after long arguments that we got them to use jointed slack barrel staves, bucked and sawed tight barrel staves and turned heading.

The unions there still dictate to the master coopers, to the detriment of both masters and workmen.

Oil Barrels Were Trimmed and Re-exported

All petroleum products, coal tar, gasoline, lubricating oils, wax, etc., arrived in barrels, and the handling of these barrels after being emptied was a large trade. Fresh emptied barrels in good condition, after being trimmed, were returned to New York, as sailing vessel cargoes or as partial shipments by steamers.

Second-hand Shook Trade a Very Profitable Business

Palm, cocoanut, whale, fish and other oils for soap, or lubricants, came in puncheons or hogsheads, and when emptied were trimmed and either shooked for export or used for domestic purposes.

In fact, the second hand shooked cask and barrel trade at that time, 1880 to 1890, was the most profitable part of the coopers' business in Liverpool.

1890 Saw the Beginning of Substitute Packages

From 1890 on, year by year, the goods arriving in barrels diminished, sugar, both raw and refined, mostly coming in sacks. Flour in barrels was no longer offered, while the import of oysters was negligible. About the only barrel goods arriving in quantities were apples, and even some of these came over in boxes, and this is the condition at the present time in the British Isles.

While tight barrel stock, largely in the finished or semi-finished condition is still imported in large quantities from the United States, Russia and Austria, the imports of slack barrel stock are small, in a comparison to what it was even 25 years ago. The sack, bag, box and carton have replaced the slack barrel to a large extent.

A One-year Visit That Has Lasted Forty Years

In 1886 I came to our New York office and from there to Canada for a year to learn the manufacturing and exporting end of the business, but except for periodical visits to the Old Country I am still at Chatham, Ont., my year's visit having extended to forty years.

In 1886 Sutherland, Innes Co. were manufacturing tight barrel stock in the United States, and slack barrel stock in Canada, doing a large export trade both in tight and slack barrel stock, and a moderate sized trade in slack barrel stock in the United States and Canada.

Our company's manufacturing activities were extended in both countries, the partnership was incorporated into the Sutherland, Innes Co. Ltd. New capital was invested and the company not only manufactured but handled stock of other manufacturers until the exports by the company of staves from Canada to the United States alone reached a volume of over 200,000,000 staves per annum. That was between the years from 1888 to 1898, when nearly all sugar, flour, meal, cement, salt, apples and other commodities were forwarded in barrels. In the Minneapolis district alone I sold from 50,000,000 to 75,000,000 staves and hoops on a single trip. An Eastern trip to New York State and Pennsylvania brought the same results as in those days yearly contracts were the vogue.

Some of the Old Guard of the Cooperage Industry

Besides ourselves, Steinhoff & Gordon, of Wallaceburg, Ontario; The Pike & Richardson Company, of Chatham, Ontario; The Buckeye Stave Company, The Dewey Stave Company, Lowell M. Palmer and Marshall & Greenleis were the principal manufacturers, while Tindle & Jackson and the Richard Grant Company were the only dealers who amounted to much. Scalpers of cooperage stock were unknown, and prices were practically fixed between the manufacturers and the large consumers on a cost plus basis.

When the Northern States Were the Heavy Producers

We extended our business in manufacturing slack barrel stock into Ohio, building a stave and hoop mill at Deshler, Ohio. This was our first slack barrel mill in the United States, and from there we extended to Michigan and Wisconsin, establishing with the Buckeye Stave Company as half-owners, the Northwestern Cooperage & Lumber Co., with mills at Gladstone, Munising, Iron River, Mich., and Janesville, Wisconsin. These mills not only shipped cooperage stock by rail and water to Eastern points, but supplied the larger demand from the Northwest, Minneapolis, Duluth, Superior, etc.

Southern States Take the Lead in Production

In 1900 the manufacture of cooperage stock in the Southern States had got to a point where they were a factor in the business. Cheap timber and cheap labor in the South, together with a diminishing timber in the Northern States, has moved the manufacturing to the South almost entirely. The cooperage mills in Ohio, Indiana, Wisconsin, Michigan and Minnesota have almost all gone out of business or transferred their activities to other branches of the woodworking industry, so that only a few are left. This condition applies also to the industry in Canada.

Pioneers of the Gum Stave

The Ozark Cooperage Company, the Bolz Cooperage Company, L. M. Palmer, Mill Shoals and others, got the gum staves on the market, after overcoming a lot of prejudice, while large quantities of elm, cottonwood, hackberry, and poplar staves were also manufactured in the South. Elm hoops were made at Mound City, Illinois, and later at other Southern points, and at the present time the Southern manufacturers produce the bulk of the stock. In Canada at present elm staves, elm hoops, basswood and hardwood heading are still being manufactured as of old, but in diminishing quantities, while a comparatively new line of poplar and white birch sawn staves and poplar heading has been put on the market from Canadian mills, and this stock is likely to monopolize the apple barrel trade, and eventually be used for most barrels, as while other timbers, elm, soft maple, basswood, etc., formerly used for staves and heading is disappearing, there is an unlimited supply of poplar and white birch, and as this grows mostly on lands unsuitable for agriculture and reproduces itself in from 25 to 30 years, it is not likely there will ever be a dearth of the raw material for staves and heading in Canada.

The Old Timers Have Nearly All Passed On

Looking backward it must be admitted that the early giants in the cooperage business are mostly gone. Lowell M. Palmer, William and John Edwards, Thomas Tindle, Richard Grant, S. O. Church, D. A. Gordon, S. J. Sutherland, John Marshall, C. Dewey, P. Wiedmann, and others have joined the Great Majority, and about the only survivors of the old regime are J. T. Wylie, of Wylie & Wilson, Inc., Saginaw, Michigan, and myself. Wylie is now in the golf business, while I still continue manufacturing and selling material for the best package on earth, The Wooden Barrel.

Sutherland, Innes Co., Ltd., Will Continue as Usual

CHATHAM, ONT.,
December 21, 1926.

EDITOR, THE JOURNAL:

Touching upon the passing of our Mr. James Innes we want to advise the trade through THE JOURNAL that the business will be conducted in the future the same as in the past, and we trust our good friends will stay by us and favor us with their business. The writer will do everything in his power to make things as pleasant as possible.

Yours truly,
THE SUTHERLAND, INNES CO., Limited
W. W. FLEMING, *Secy.-Treas.*

The Mayes Mfg. Co., Leslie, Ark., will erect a stave mill at Eureka Springs, Ark.

Making Ready for Produce Season in New Orleans

Large Shipments of Barreled Carrots, Turnips, Potatoes, etc., Are Already Going Forward—Cottonseed Oil, Syrup and Molasses Barrel Demand Continues Active

New Orleans shops all make the same report, that there is nothing special stirring in the cooperage line, and that they are simply plodding along, nobody doing anything sensational. In the slack line produce barrels are, of course, in the lead at present, though it is said that the shipping season has not fairly started yet. Whether it has started or not anybody can see large shipments of carrots, turnips and potatoes going out.

Ventilated Oyster Barrels in Good Demand

The demand for ventilated barrels for the shipment of oysters in the shell is not large, but is as good as it ever was, perhaps a little better than common on account of the holiday season. At the out of town shipping stations, and to some extent here, barrels have been used for poultry, the Christmas turkey barrel predominating. When retailers receive a few barrels of turkeys they always lay in a supply of cranberries at the same time, and it is pleasing to note that cranberries reach this market in barrels, so we know that the coopers in the cranberry belt, wherever that may be, are doing some work.

Cottonseed Products and Syrup Output Mean Barrel Business

Cottonseed oil products require a good many tight packages now, and the syrup and molasses barrel trade is active. Louisiana's syrup output for this season is estimated at 3,250,000 gallons, while the molasses output is estimated at 7,500,000 gallons. Of course, no one believes that all of these products will be shipped in barrels, but enough of them will be shipped in wood to keep the shops pretty busy. The Louisiana sugar crop for this season is estimated at 67,854 tons, which is much below the average, but this low estimate is not distressing, or even interesting, to the coopers, for they have long passed the stage when they were almost dependent on the sugar crop for their means of livelihood. The sugar that interests them now is that produced by the big refineries which run practically the year round, and use barrels whenever the nature of their trade permits them to do so.

Apropos of Stock Quotations

An examination of a number of quotations on No. 2 30" and No. 2 28½" slack staves offered on this market discloses a great variety of prices, the prices of some mills being as much as $1.50 per thousand less than the prices of other mills, though all profess to be offering the same grade of stock. Strange to say the prices on 28½" stock seem to be higher than on 30" stock, the 30" being probably the more plentiful. It is hard to account for this difference in price. It may be that some of the mills do not want the New Orleans trade, and make their prices high to keep from getting it, or that some of the mills are a little short of cash, and are selling at a sacrifice. The coopers say that they are not getting what they should for barrels, and that the lowest prices that have been named on staves should be established as the standard, if there could be such a thing as a standard price on cooperage stock.

Slack Barrel Prices Vary

When slack barrel buyers here ask for prices the quotations they receive vary as much as three cents per barrel, some coopers being willing to make a three-cent cut to get the business. Under existing circumstances it is impossible to compile a satisfactory price list of either stock or cooperage.

Asphalt in Tin Barrels Disgusts Customers

The asphalt shippers now use tin barrels almost exclusively for their domestic trade, much to the disgust of their customers, but when they export they are obliged to use wooden barrels. Tin barrels filled with asphalt will not bear double-decking in freight cars, and still less in the hold of a steamship, for when the asphalt is warm and fluid the weight flattens out and bursts the lower packages. Steel drums strong enough to bear such pressure are too expensive for the contents, and wooden barrels are necessary, and the barrels should be good.

"Quality Barrels" is the Motto of New Orleans Coopers

The best way to maintain the high standing of the barrel among the shippers is to make it constantly evident that the wooden barrel really is the best possible package for general use, and this can only be done by making good barrels. The coopers in this city seem to have followed this method, for every shop here is certainly making better packages than it did a few years ago, both in appearance and in lasting qualities, although the price of the finished product is much too close to the actual cost of production. Barrels here are made to stand rough usage, and they do stand a great deal of abuse, though they can not stand a six-foot fall when filled. Not long ago a truck loaded with barrels of molasses was stopped suddenly on one of our busiest street crossings, and one of the barrels from the top of the load fell to the street and crashed. Nobody was hurt, but the passing crowds were spattered, and the fire department had to turn out and wash the molasses from the pavement with the firehose. When guaranteeing your products you should admit that your barrels will not stand a six-foot fall.

Wooden Barrel Dealers Must Accept Steel Drums in Order to Get Wooden Barrels

All the coopers who handle used barrels have their regular routes over which they obtain their empties, and they are frequently made the victims of what seems very much like a hold-up game. The man with the emptied barrel says to the cooper, "I will save all my wooden barrels for you, but you must take my old steel drums off my hands at some price, anything you care to give." The cooper yields, and soon finds himself loaded up with a lot of steel drums that are absolutely unsalable. This practice cannot be kept up indefinitely, and it is up to someone to set a good example by refusing to touch a steel drum at any price, or as a gift, for on this market at present it is a total loss. The steel drum can be used as a trash can, but this market is saturated with trash cans.

Union Stave Company Keeps Busy

There are several stave and heading mills in convenient reach of New Orleans, and one that is practically in the town, as it is just across the river, close to the ferry landing. This is the plant of the Union Stave Co., in the suburb of Gretna. Founded in 1891 this firm has been an important factor in the cooperage industry here for thirty-five years. It caters to the local trade, and is patronized from time to time by every cooper in the town.

Of late years the cooperage business has improved in New Orleans, and instead of a big rush of business during the cane grinding season and stagnation during the remainder of the year, barrel making is continued the year round, and the demand is greater than any one mill can supply. Other things being equal, however, the local trade gives the preference to the home mill, and the Union people show their appreciation by supplying bright, clean stock.

Southern Cooperage Co. Reports Increased Barrel Sales

Down at the big shop of the Southern Cooperage Co., Mr. Adam Cooper, the manager, says that business is picking up slowly, for while a short time ago they were only sending out 2,500 barrels per day, they are now delivering 4,000 per day. Deliveries from the other shops are increasing in about the same proportion, so that, although no one will admit that he is getting rich, everybody seems to be making a living. All the working coopers in town have jobs, and stocks of barrels made up for the midwinter rush are being reduced before the rush sets in. Supplies of staves, heading and hoops are not large, but fair, and as stocks at the mills seem to be plentiful and the shops seem to be getting in fresh supplies all the time, there appears to be no danger of anyone running short of stock.

Stave Mill Damaged by Fire

The stave mill owned by W. J. and J. H. Norfleet on Suffolk-Smithfield Highway, Va., was recently damaged by fire.

Between-Seasons Period in Louisville Trade

Barrel Consumers Holding Orders Until After Inventories Are Over—Outlook for 1927 Encouraging

The Louisville cooperage trade has had a very good year as a whole, and the outlook for 1927 is encouraging. It is claimed by some manufacturers that if the cooperage trade will only maintain prices over the short dull periods which are bound to crop up now and then in almost any season, there should be some good business, which can be handled at a profit, instead of a loss.

Light Production Will Hold Market High and Firm

It is believed that high and firm prices of cooperage stock at the present time will assure a firm market on barrels and kegs for the next few months. There is not a great deal of stock to be had in the South, and prices are high. Demand is fair to good, and although the dull season is at hand, a good many cooperage plants need material. Bad weather is already curtailing production of cooperage material in various parts of the South.

Heavy Rains in Eastern Kentucky May Retard Production

Several days of heavy rains in Eastern Kentucky resulted in flooded country about December 20th, many streams being out of their banks, railroads troubled with washouts, some towns flooded, and wire communication almost at a standstill. Both the Louisville Cooperage Co., and Chess & Wymond Co., were anticipating trouble in their stave and heading operations. J. N. White, Louisville Cooperage Co., reported that he had a lot of stock back on the small streams and might lose some of it.

Cooperage Trade Made Some Profit From 1926 Business

Cooperage manufacturers undoubtedly made money over the year. The volume of business was large, and although prices were not especially satisfactory, the better demand increased profits. A big apple crop, other large fruit crops, and large packs of kraut, pickles, vinegar and other lines, plus a heavy cottonseed oil production, along with good business in paint, varnish, etc., resulted in good barrel demand, while the movement of kegs sold through retail outlets was quite heavy.

December found the call for cooperage dropping off rapidly, because many large buyers finished their packing season, while others are out of the market until after inventory.

Large Cotton Crop Affecting General Business

Unfortunately the big cotton crop has had a rather depressing effect on the South. Commercial and industrial concerns in many sections of the country are operating cautiously, while awaiting the outcome of the cotton situation, or its effect on general business. In the meantime, however, the railroads are busy, building operations are heavy, bank clearings are good, and many industrial and commercial lines have been active.

Continued Interest in Proposed Whiskey Manufacture

A great deal of discussion is being heard at the present time regarding the proposals for a limited manufacture of whiskey to care for the medicinal needs of the country. Louisville distillers have been active in Washington, and report that while press stories indicate plans are in the making for the operation of probably two distilleries, one running on rye, and another on bourbon, there is a possibility of at least two distilleries producing rye, and three or more producing bourbon, due to limited capacity of most of the available plants. It is believed that the rye whiskey will be distilled in either Maryland or Pennsylvania, and the bourbon in Kentucky.

Louisville Committee Formed to Oppose Prohibition

William I. Wymond, president of the Chess & Wymond Co., Louisville, is a member of a committee of twelve prominent men of Louisville, formed as a local organization, to co-operate with a National association, in opposing prohibition. The organization favors the limited sale of liquor, under Federal regulation, similar to that in Canada, whereby minors, inebriates, etc., would be unable to secure supplies. Others on the committee include Herbert Mengel, of the Mengel Box Co., John Churchill, formerly in the lumber business, now in the stock and bond business; J. Graham Brown, one of the biggest lumbermen of the South, and others, whose names are prominent socially, financially, etc. Never before has a committee against prohibition contained such a membership as this one.

Can We Supply the Necessary Whiskey Cooperage?

Local cooperage men in discussing limited manufacture of whiskey contend that it will be no easy matter to supply the cooperage necessary for this production. It is believed that there is very little bourbon stock to be had at the present time, and that to secure such stock of prime white oak would mean cutting 400,000 staves to get 100,000 bourbon staves that would pass inspection. This would leave 300,000 heavy oil staves, which would have to be planed down and sawed off for use in oil packages. Bourbon staves are of seven-eighths inch thickness, as against three quarters of an inch for spirit. Bourbon staves are 35½ inches long, as against 34 inches for spirit or oil. It is claimed that it would cost 75 cents to a dollar a barrel extra to cut down culled bourbon staves for use in oil packages. Spirit and bourbon staves are of about the same quality, except in thickness and length. It is claimed that under today's costs of labor, material, etc., a good bourbon barrel would probably cost around $8 to $9.

Slack Barrel Market Continues Steady

The slack barrel market continues steady. There was a very heavy movement of dressed poultry and turkeys moving to Eastern and other markets, out of the Kentucky field, which is a large producer, while flour and other lines have been normal for the season. Flour barrels are around 85c; one head produce, 50c to 55c; two head, 65c; and 75 to 85 cents for sugar size produce.

Louisville Cooperage Company Will Continue Slack Barrel Department

J. N. White, Louisville Cooperage Co., advised that while the company had announced plans for discontinuing its hand slack barrel department, a close check up on the department indicates that by installing mechanical equipment the department could be run profitably, with the result that instead of discontinuing the department, it will be equipped with machinery and continued.

Winter Stock of Logs Coming In

Frank Gwyn, manager of the stave plant at Leachville, Ark., has begun production after a shut-down during the cotton picking season. The farmers have their cotton picked and are now turning attention to the getting out of logs for the stave mills. As a result it is expected there will be sufficient raw material to keep the Leachville plant busy all through the winter months.

Colquitt Cooperage Company Will Rebuild Plant

The management of the Colquitt County Cooperage Company, Moultrie, Ga., has announced that plans have been prepared for rebuilding its plant, which was recently destroyed by fire with a loss of $20,000. The new plant will be of a much larger capacity than was the old one. W. C. Vereen is president of the company.

Rebuilding Stave Mill

The Virginia Manufacturing Company, Coinjock, N. C., has started the rebuilding of its stave mill recently destroyed by fire. The new plant will be modern and up-to-date in every particular.

Cooperage Company Granted Charter

J. Gottlieb & Sons Cooperage Co., Cleveland, Ohio, has been incorporated with a capital stock of $20,00.

The Layton Cooperage Co., Portland, Oregon, has been succeeded by L. Layton.

What Barrel Using Industries Are Doing

1926 Cranberry Crop Totaled 741,000 Barrels

The final cranberry crop report by the New England Crop Reporting Service shows the country's cranberry crop as 741,000 barrels compared with 591,000 in 1925 and 596,000 in 1924, as indicated by revised estimates of the Crop Reporting Board. The 1926 total sets a new high record for all time and compares with previous high points of 668,000 barrels in 1923 and 638,000 in 1914.

The Massachusetts crop, estimated at 430,000 barrels, compares with 433,000 in 1923, the record high of 455,000 in 1914, the 1922-25 average of 377,000, and the 1918-21 average of 270,000. New Jersey's crop at 210,000 compares with 215,000 in 1924 and the record high of 241,000 in 1910. Wisconsin with 80,000 barrels estimated far surpasses her biggest previous crops of 55,000 in 1922 and of 46,000 each in 1919 and 1902. The Oregon-Washington crop is estimated at 21,000 compared with 22,000 last year and 14,000 in 1924. Production in the three principal States in the four years 1922-25 averaged 600,000 barrels, and about 450,000 in the previous four years. Trend of production the past few years has been strongly upward in these States as a group.

Average price to the grower, based on sales to about December 1 which covers most of the entire crop, is estimated at $6.75 per barrel compared with $11.20 last year and $9.42 in 1924.

The cranberry production in 1926 as compared with 1924 and 1925 is shown in the following table:

State	Production In Barrels 1924	1925	1926
Massachusetts	325,000	429,000	430,000
New Jersey	215,000	115,000	210,000
Wisconsin	42,000	25,000	80,000
Oregon-Washington	14,000	22,000	21,000
Total	596,000	591,000	741,000

Michigan and New York Largest Salt Producers

Of more than seven million tons of salt produced annually in the United States, Michigan, New York, Ohio, Kansas and Louisiana rank foremost. Michigan is slightly in the lead, with New York close on her heels. All of these States have deposits which show no indication of exhaustion. The New York deposit alone will supply the demand of this country for thousands of years, although extensive operations have been carried on for a century. The deposit underlies an area of 2,000 square miles in the central part of the State and is from 3 to 318 feet thick.

While some salt is produced by evaporation of sea water in localities along the seaboard and in the vicinity of salt streams and lakes, most of our supply is extracted from deposits in the earth. This is done either by forcing water down holes reaching to the salt beds and evaporating the brine which is forced up and withdrawn, or by the systematic mining of the deposit.

Although salt plays an important part in the great world industries, large quantities are consumed in meat packing, fish curing, dairying, baking, refrigeration, pottery glazing, in the enamel and pipe works, in the silk and textile industries, in salting cattle, curing and tanning hides, making pickles and sauerkraut and in many other industries. In the form of brine it is used in all chemicals containing a sodium base. These include many of the "ides," "ites" and "ates."

Every living thing would perish without salt, and a sufficient quantity is necessary to good health. Every tissue of the body has a small content of iodine, which may be supplied or renewed by the consumption of salt. The body requires from 16 to 18 pounds annually.—*The Fruit Products Journal.*

Almeria, Spain, Grape Crop Placed at 1,037,613 Barrels

The grape crop of Almeria, Spain, for the 1926 season, is placed at 1,037,613 standard barrels, of 46 pounds of fruit each, or less than half of the 1925 crop, reports Consul Brady, quoting the Grape Trade Chamber, of Almeria, an official organization charged with the supervision of the export trade in table grapes.

The Almeria grape production last year amounted to 2,262,000 standard barrels and was the largest in many years, being exceeded in the past 20 years only by the crops of 1907 and 1911.

Five-Gallon Kegs of Cider as an Advertising Feature

The Everett Fruit Products Company, Everett, Wash., celebrated Hallowe'en last year by distributing sweet cider in five gallon kegs to local business concerns, newspapers, the sheriff's office and the police department. Hundreds of orders for kegs of cider have been filled during the season.

Large Demand for Cider This Year

J. R. Richardson, of the Adelanto Cider Mill, Mission Road, Adelanto, Cal., reports that his company sold more than 45,000 gallons of cider in 1925, and the production this season greatly exceeds this figure. Adelanto cider is made from fruit grown on the company's orchard near Victorville, Cal.

Production of Fat and Oil

The factory production of fats and oils (exclusive of refined oils and derivatives) during the three-month period ended September 30, 1926, was as follows: Vegetable oils, 445,150,318 pounds; fish oils, 39,777,179 pounds; animal fats, 498,716,225 pounds, and grease, 91,512,361 pounds, a total of 1,075,156,083 pounds. Of the several kinds of fats and oils covered by this inquiry, the greatest production, 374,591,626 pounds, appears for lard. Next in order is linseed oil, with 174,056,852 pounds; cottonseed oil, with 165,704,813 pounds; tallow, with 121,883,075 pounds; cocoanut oil, with 62,980,899 pounds, and corn oil, with 30,770,307 pounds.

The production of refined oils during the period was as follows: Cottonseed, 109,968,513 pounds; cocoanut, 60,491,260 pounds; peanut, 2,659,457 pounds; corn, 23,092,079 pounds; soya-bean, 4,309,330 pounds, and palm kernel, 173,350 pounds.

Large Tobacco Production in Pennsylvania

Twelve Pennsylvania counties produced an estimated yield of 45,302,000 pounds of tobacco in 1926, reports the State Department of Agriculture.

Of the twelve counties producing tobacco last year, Lancaster grew more than 91 per cent. of the crop. York was second and Chester third. The largest acre yield was in Juniata, with 1,480 pounds, and the smallest in Clinton, with 1,250 pounds. Acreage planted to tobacco varied from 29,910 acres in Lancaster County to ten acres in Snyder.

Heavy Trade in Mince Meat

A news item states that Wood's Old Time Mince Meat is enjoying an unusually heavy demand in the vicinity of Baltimore and the surrounding territory. The Wood's plant at 205 Garrison Lane, Baltimore, Md., has been working to full capacity since the apple season, packing mince meat in 2-, 3-, and 5-pound tins, pails and kegs. The company also packs Eagle Brand Vinegar during other seasons of the year.

To Build Large Pickle Plant

The H. J. Heinz Company is planning to build a mammoth pickling plant at Isleton, Cal., covering three acres of ground and having a capacity of about 40,000 barrels of pickles annually.

The Planters' Cotton Seed Products Company, Dallas, Texas, is erecting a new seed house which will have a capacity of 8,000 tons.

Inventory Season Reduces Buffalo Flour Barrel Demand

The flour barrel trade has dropped off some lately, due principally to the holiday and inventory season. Prospects are for improvement after the turn of the year, with increased export demand for flour.

So many coopers are holding off on their purchases because of inventory time, that there is little call for stock, nevertheless, prices are holding fairly steady. Hoops are down somewhat, but the offers are not numerous in any line of stock. Quotations as of December 20th are as follows:

5′ 6″ hoops	$16.75 to $17.00
6′ hoops	18.00 to 18.25
6′ 9″ hoops	18.75 to 19.00
No. 1, 28½″ gum mixed staves	16.50 to 17.00
No. 1, 30″ gum mixed staves	17.25 to 17.50
Mill-run, 28½″ cottonwood	13.25 to 13.50
Mill-run, 28½″ gum mixed	12.75 to 13.00
No. 1, 17⅛″ basswood heading	14½c to 15c
Mill-run, 17⅛″ h'dw'd heading	10¾c to 11¼c
Mill-run, 17⅛″ pine heading	9¼c to 9½c

E. B. Holmes Made a Member of City Charter Revision Committee

Edward B. Holmes, president of the E. & B. Holmes Machinery Co., was lately nominated and confirmed as a member of the charter revision commission for this city. The commission held a public hearing in the council chamber on the evening of December 20th at which an effort was made to sound out public sentiment as to what changes are needed in the present charter. Leaders of various civic groups were invited to attend the hearing and to make known their views.

Milling Company to Erect $300,000 Plant

The International Milling Co., Minneapolis, last week obtained a permit for building a $300,000 flour mill at 120 Childs Street, Buffalo. This mill will be finished some time during the present year and work has already started on the foundations. About 2,500 barrels of flour will be turned out daily.

The Commander Larrabee Milling Co. has lately begun turning out flour in this city, having acquired the former J. A. Walter Mill and added to its equipment. It is working chiefly on export business. The mill capacity is now about 1,000 barrels a day, but this will be increased.

International Cooperage Company Purchases Location for New Cooperage Plant

Buffalo is to have a large new cooperage plant. The International Cooperage Co., with headquarters at Niagara Falls, has bought two and a quarter acres on the Hamburg turnpike, adjoining the Pennsylvania Railroad branch freight depot, and will erect there next spring a building of approximately 50,000 square feet of floor space. It will house a modern cooperage plant, including dry kilns. The initial capacity will be about 1,000 barrels a day. Tongue-and-grooved flour barrels will be made in addition to the regular standard flour barrel.

Prior to the construction of its new plant, the International Cooperage Co. will be a member of the local trade, as it has leased a portion of the plant of the H. G. Trout Co. in Ohio Street and is now installing machinery for the production of barrels. Business will be carried on there until the new plant is finished, which will be some time next summer.

The above new industry was attracted to this city by the growing importance of the local flour-milling business, which has meant a steady increase in the number of flour barrels wanted. For some time the company has been filling orders for the Buffalo mills from its plant at Niagara Falls. The International Cooperage Company now operates twenty-five branch shops in the Eastern section of the country.

Eureka Barrel Coating Machine

Eureka Machine Co., 2605 Vega Avenue, Cleveland, Ohio, is laying emphasis on the quality of their small coating machine for wooden barrels, an illustration of which will be found in their advertisement in this issue of THE JOURNAL.

Outlining the operation of this machine the manufacturer says, "The barrel is laid over the spray nozzle, the lever is pulled back and forth several times, and the barrel is thus thoroughly coated. A feature of this machine is that the surplus coating flows back into the kettle, which always produces an interior lining that is like a fine coat of varnish. Our small cooperage coating machine will show a big saving in time, labor and material."

Eureka Machine Co. will be very glad to mail bulletins giving full details as to their coating machines upon request.

Holmes' Barrel Sanding Machine

On the inside front cover of this issue of THE JOURNAL will be found an illustration of the Holmes No. 16½ Barrel Sanding Machine, manufactured by the E. & B. Holmes Machinery Company, 45 Chicago St., Buffalo, N. Y.

This machine is designed to handle packages with from 9″ to 24″ diameter heading and up to 36″ staves when equipped with the necessary chucks. Two polishing belts and one set of chucks is standard equipment with this machine, and additional chucks may be purchased at a reasonable price when required.

In operation the polishing belt of the Holmes Barrel Sanding Machine runs downward while the barrel is brought into contact with it by a lever, and is rotated in the opposite direction by revolving chucks. The polishing belt conforms perfectly to the shape of the barrel. The feed is automatic and can be varied as desired.

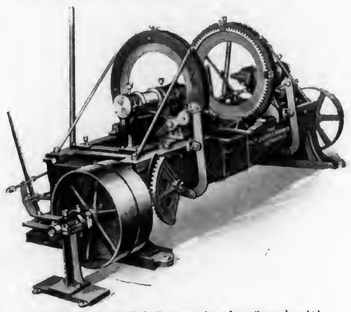
The polishing belt can be changed instantly, and the tension regulated to suit the condition of the belt and the quality of the work being done. The belt may be coated with sand, emery or carborundum.

Further particulars concerning this barrel sanding machine may be obtained by writing the E. & B. Holmes Machinery Company, 45 Chicago Street, Buffalo, N. Y.

Latest Model Oram's Chamfering, Crozing and Howelling Machine

The illustration below shows a rear view of the latest model Oram's Crozing, Chamfering & Howelling Machine manufactured by the John S. Oram Company of Cleveland.

At the left of the machine will be noted a special power feed attachment that opens and closes the machine by belt power instead of the old hand method.



This latest model Crozer is also fitted with new ballbearing arbors and cross slides where the cutter head arbors rest, and is adjustable for barrels and kegs from 5-gallon up to 60-gallon capacity.

Complete description of the latest model Crozing, Chamfering & Howelling Machine may be secured by addressing the John S. Oram Company, Hamilton Avenue and E. 53d Street, Cleveland, Ohio.

Jacob Burkhartsmeier

On December 8, 1926, Mr. Jacob Burkhartsmeier passed away after a lingering illness of three months.

He was one of the pioneer cooperage men of Chicago, and was president and treasurer of Burkhartsmeier Bros., of 1213 Carroll Avenue, manufacturers of slack cooperage and dealers in all kinds of second-hand barrels.

Mr. Burkhartsmeier was brought to this country, together with his brothers Christian and Daniel, by his father who founded the business in 1869 at 108 Cornell Street, Chicago. His father retired in the year 1884 and was succeeded by Jacob and the late Christian Burkhartsmeier, under the name of Burkhartsmeier Brothers.

Mr. Burkhartsmeier is survived by his widow, two brothers, Daniel and August, and a sister, to whom THE JOURNAL extends its sincere sympathy in the bereavement which has come to them.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

PLANTS FOR SALE

SLACK PLANT FOR SALE

Modern slack cooperage plant in operation. Write for full particulars. Address "H," care of "The National Coopers' Journal," Philadelphia, Pa.

MACHINERY FOR SALE

FOR SALE—The following used machinery. This machinery was used in our plant for the manufacture of beer cooperage.

2 Oram double heading jointers and boring machines.
3 Oram double stave jointers
1 " heading circler
1 " crozer
1 " windlass
2 " trussers
2 " lathes
3 " hoop drivers
1 " double riveting machine
1 " flaring and punching machine
1 Oram post boring and bushing machine
2 Holmes No. 110 De Jolbe Spindle boring and bushing machines

All of above machinery equipped for 1/8, 1/4, 1/2 and 1/1 barrels.

2 Holmes stave benders for 1/8, 1/4, 1/2 and 1/1 barrels
1 Portland bung bushing machine

THE J. M. SCHOTT & SONS COMPANY
Spring Grove Ave. and Chickering St.
Cincinnati, Ohio

REBUILT STAVE and HEADING MACHINERY

Two Greenwood heading turners.
One heading sawing machine.
One No. 4 stave cutter.

ROCHESTER BARREL MACHINE WORKS, Manufacturers of "Greenwood" Stave and Heading Machinery, Rochester, N. Y.

MACHINERY FOR SALE

FOR SALE—
1 Oram keg crozing machine
1 " keg power windlass
1 " flaring machine
1 " keg thin hoop driver
1 " punching and riveting machine
1 " barrel crozing machine

Address "Machinery," care of "The National Coopers' Journal," Philadelphia, Pa.

STOCK WANTED

WANTED—30″ and 36″ by ¾″ White Oak Oil Staves. February, March, April shipment. Address DALLAS COOPERAGE Co., Dallas, Texas.

SECOND-HAND BARRELS WANTED

WE are in the market for Single Head Barrels suitable for tar, from 48 to 55 gallon capacity. Address

PERTH AMBOY BARREL CO.
1049 State Street, Maurer, N. J.

SECOND-HAND BARRELS FOR SALE

FOR SALE — 4,000 chlorate kegs, size 12¼ x 17¾, single heads. Make offer. Address

WUELFING COOPERAGE CO.
Bound Brook, N. J.

STOCK FOR SALE

STEEL HOOPS IN 100-LB. COILS

100 Bundles	2¼x10	Ga.	Galv.
235 "	2 x11	"	Black
420 "	1¾x13	"	"

Price 2c. per lb. f. o. b. Philadelphia, subject to prior sale.

CALCOS STEEL & IRON CO.
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"LINES WANTED"

SUCCESSFUL office with established CL business on tight oak cooperage offers sales facilities on your entire capacity or any part allotted. Selling rated accounts in New York, New Jersey, Pennsylvania, New England States. Brokerage connection sought with reliable factory able to dispatch Eastern shipments quickly. Full particulars furnished and requested. Address

"B. E. S.," care "The National Coopers' Journal," Philadelphia, Pa.

MACHINERY WANTED

WANTED—Good used Holmes No. 97½ Wood Hoop Stapler. Address A. B. HOUTZ, Elizabeth City, N. C.

TIMBER FOR SALE

OZARK CUT LEAF WHITE OAK

30,000 acres especially selected oak for staves. Price right. H. P. DURRELL, Cent. Off. Bldg., Cincinnati, Ohio.

FOR SALE—Ten million feet, by actual cruise, virgin mountain hardwood timber, standing on 2,000 acres limestone land in Bath County, Virginia, principally white oak, but containing yellow poplar, black walnut, chestnut, which the blight has not attacked, chestnut, oak, hickory, maple, basswood, etc. Nearest distance to Hot Springs Branch, Chesapeake & Ohio Railroad about 3½ miles, farthest distance about 8 miles, average haul about 5 miles. Good roads, mostly level and down grade. Logging conditions are good, practically all down grade. Many of the white oak and yellow poplar trees will cut 3 to 4 through the butt and 50 to 60 feet to the first limb. This timber will stand thorough and rigid examination, which is invited. Will furnish high class reference if required. If interested, address Box 743, Lynchburg, Va.

THE HARLAN-MORRIS MFG. CO. JACKSON TENNESSEE
Manufacturers of All Kinds of
Tight-Barrel Staves and Circled Heading
From White Oak, Red Oak, Ash and Gum
SATISFACTION GUARANTEED
Branch Mills in Tennessee, Mississippi, Arkansas

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OF ALL KINDS
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ELM HOOPS
FREIGHT RATES TO

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Manufacturers of and Dealers in all kinds of **Cooperage**
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CLEVELAND STAVE COMPANY
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Air-dried and Wheel-listed 34" Red and White Oak
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MANUFACTURERS
COILED ELM HOOPS
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MANUFACTURERS OF
Dowel Pins *Club Turned Oak and Hickory Spokes*
Tight Barrel Staves
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PARAGOULD ARKANSAS

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We are large buyers of Slack Cooperage Stock of all kinds and we want your prices
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MANUFACTURERS OF
All Classes Kiln-Dried and Jointed Tight Barrel Staves
White Oak Red Oak Gum and Ash
NORTH LITTLE ROCK :: ARKANSAS

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Manufacturers of HIGH GRADE
Slack Barrel Staves
If QUALITY and SERVICE are what you want, "WE'VE GOT IT."
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Tongued and Grooved Barrels Our Specialty

PROPERLY MADE **Tight Barrel** QUALITY STOCK
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OUR SPECIALTIES
GUM APPLE BARREL STOCK PINE TRUCK BARREL STOCK
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Air Dried | *When in the market for* 30x⅝" Ash Pork Staves | Wheel Listed
34x¾" Red Oak Oil Staves; 36x¾" Gum Staves
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Orders solicited for straight or mixed cars. Write us whether you want to buy or sell. Satisfaction Guaranteed.
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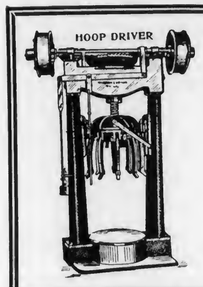
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Builders . . of . . **Hoop Driving, Barrel Washing and Bung Hole Boring Machines**
SPECIAL MACHINES BUILT TO ORDER
In building our machines we seek to gain the highest efficiency in every way, and users of our make will find this our guarantee, which always holds good.
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Port Arthur, Texas Alexandria, La.
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Barrels, Shooks, Kegs, Staves and Heading
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Since 1888 Manufacturers of
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Our Northern Elm Hoops "Best by Test"
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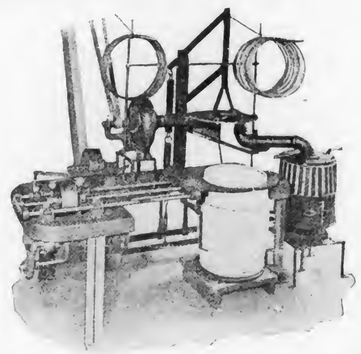

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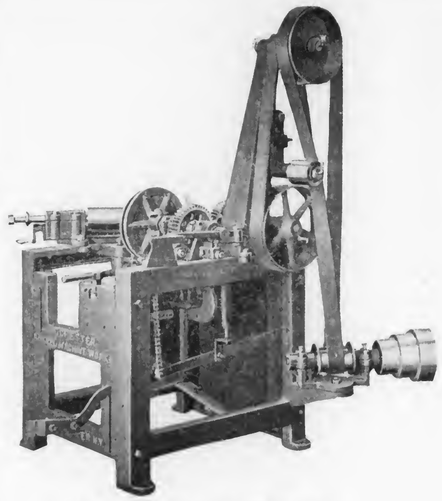

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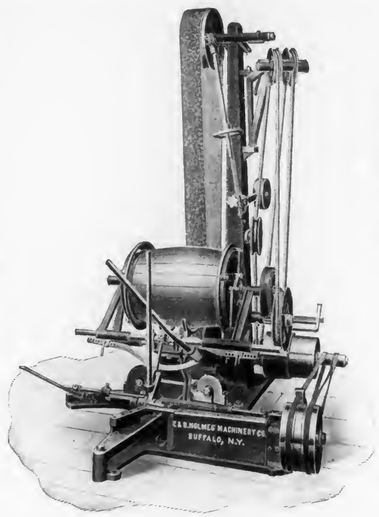

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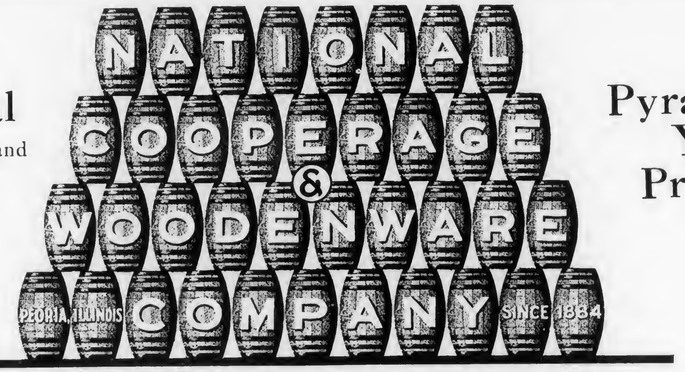

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Saves Storage Space and Freight Costs.

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Any quality of stock you want can be used in these telescoped barrels from No. 3 grade to the finest of tongued and grooved No. 1.

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Sandusky Cooperage & Lumber Co.

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Apple Barrel Stock

for 1927 deliveries is NOW

Elm and Wire Hoops
Gum, Tupelo and Cottonwood Staves
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Patented Curved Liners

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The National Coopers' Journal

FORTY-SECOND YEAR | Philadelphia, February, 1927 | $2.00 PER YEAR VOL. XLII, No. 9

New Orleans Cooperage Trade Regains Its Stride

Produce Season Opens and Shops in City and Country Are Busy Once Again—Syrup and Molasses Industry Going Strong—Acres of Molasses Barrels Not an Unusual Sight

The vegetable shipping season is now on, but the coopers in the city shops complain that they are not getting as much business as they should. The reason is simple enough. They are supplying their customers from the branch shops in the country, and, of course, their central shops here cannot be overwhelmed with orders.

In December we had balmy spring weather, extremely favorable for outdoor work, and the crops made rapid progress, then a cold snap came, and the thermometer fell to forty degrees, or even lower, and the crops were much retarded, and to some extent damaged, as might have been expected. This has slowed up shipments considerably, but in the end will not decrease the total output to any great extent.

Neighboring States Competing With Louisiana as Produce Shipping Centers

Produce shippers recently held a get-together meeting here, and, in general discussion, declared that while last year 10,000 cars of vegetables were shipped out of New Orleans, the bulk of shipments this year would not be nearly so large. Their view was that New Orleans was declining as a produce shipping center on account of the growing competition of Mississippi, Alabama and Texas. If that is correct it would indicate that there is a rapidly growing market for produce barrels in those rival States. It is certainly true that a good many shippers are getting supplies of cooperage stock through New Orleans. This is a growing business that should be cultivated. Along the Gulf Coast through Mississippi and Alabama the shipping trade is largely supplied with packages made in New Orleans, or made in local shops owned and operated by New Orleans men, and the same is true of the Louisiana coast, but Texas is too far away for empty barrels to be shipped there profitably, and our local jobbers are content to supply stock to Texas shops and let them make their own barrels.

Asphalt Barrel Demand Fluctuating

The asphalt people are taking a good many barrels now and then, but this trade fluctuates. Sometimes certain shops can sell all the asphalt barrels they can produce, and then there are weeks when there is no demand whatever for these packages.

Cotton oil mills are now busy and using a great many packages, both new and second hand.

Rush On In Syrup and Molasses Barrel Lines

For a time the business in syrup and molasses barrels was rather dull, but the producers, having filled up their storage tanks, are now using barrels, so that the shops that had accumulated large stocks during the dull period are now relieved of most of their holdings and are working to supply the increased demand. Some plantations ship by river, and it is pleasing to note that the dock sheds along the steamboat landings are sometimes filled to overflowing, and an occasional acre of molasses barrels may be seen in the open field.

Manufacturing Millions of Gallons of Syrup

Southdown Plantation at Houma, about an hour from New Orleans by truck, was once an important factor in the sugar barrel trade, but is now at work filling a contract with Roddenberg & Co. for from half a million to three-quarters of a million gallons of syrup. Other famous old sugar mills have likewise taken to the production of syrup, and, although only a small part of their output is shipped in barrels, their requirements in that line are large.

Oyster Shippers Holding Off Until Lent

A good many oyster barrels are now being used, though the producers of sea food generally are saving their supplies, their energies, and their barrels for use during Lent, when their heaviest shipments are made.

Still Some Business on Sugar Barrels

The big refiners use barrels only when their trade requires such packages. One refinery in particular that some years ago called for a thousand barrels a day now uses only a hundred a day, but this refinery operates much more steadily than it did, and the demand for barrels, though smaller, continues longer.

Exports of Cooperage Stock to Mexico Are Heavy

The Mexican demand for barrel stock, tight and slack, is now large, and although this is but little help to the coopers here the stock mills find Mexico an excellent outlet for their products.

Cuban Shook Trade Very Satisfactory

Men who have tried to "get in" on the Cuban shook trade and failed are inclined to think that there is no such trade, but for all that there are two or three shops in this section that work pretty much the year round supplying this trade, and find it highly satisfactory.

Use the Wooden Barrel and Solve the Problem

Ever since flour mills first began exporting flour in bags instead of in barrels there have been continual complaints of damage to the shipments in transit by insect pests, and on the initiative of the Southwestern Millers' League a conference was recently held in the office of the Bureau of Entomology in Washington to consider what could be done to remedy this evil. New Orleans interests were represented at that meeting by Messrs. Rene F. Clerc and J. D. Youman. This meeting was largely attended by representative millers and the agents of marine insurance companies and steamship lines. Plans were formulated for the fumigation of flour mills, railway equipment, docks and ships, and it was arranged for the Department of Agriculture to take charge of the work and issue the proper forms and certificates to marine insurance companies.

The Wooden Barrel is the Best Protection in the World for Flour

All this was very good, and was certainly a move in the right direction, but there is one vital point which these able business men overlooked completely, and that is, that the only suitable container for export flour is the wooden barrel. It is not perfect, of course, but it will keep out the "bugs" that find ready entrance through any sack made of cotton or paper. It is desirable, of course, that storerooms, docks, railroad cars and steamships should be fumigated and kept clean, but the best, and in the final showdown the only satisfactory protection for flour in transit is a well made wooden barrel, and the public health will never be properly safeguarded until the wooden barrel for export flour comes back. Everyone who has handled flour in transit, on docks and in public warehouses knows that the sack is not a sanitary container, and the facts brought out in that Washington conference, as reported by the New Orleans participants, plainly show that the sack should be discarded, as a menace to public health.

Tell the Fishing Industry More About Wooden Barrels

With Better Understanding of Business Principles, Marketing and Merchandising Methods, Industry is Entering New Era of Progress — Education on Extended Use of Wooden Barrels Will Prove Profitable

By R. D. RAINEY
"The Fish and Oyster Reporter," Tampa, Fla.

Well do I recall the days of youth when, with can of bait in hand, string, cork and hook in pocket, I would join my chums, to spend the day along some singing brook, fishing for "chubs," or whatever might take the notion to nibble on a worm. And little did I dream, or even ponder, in those golden days, of the commercial phases of that which constitutes a subject so dear to the heart of the average American boy. And even now, in manhood, I envy the care-free boy who derives his pleasure and a portion of his education through communion with the Great Outdoors.

New Era of Progress in Fishing Industry

The fishing industry is perhaps the oldest industry known, having its inception in Biblical History. Yet, in organization and progress the development has been slow, due to the wide spread field of operations and lack of organization among the ranks. The industry today, however, is on the verge of a new era of progress, standing on the brink of an understanding and appreciation of better business principles, a broader utilization of sea food products, better marketing and merchandising methods and earnest co-operation among all interests of the industry.

National Advertising Campaign to Extend Use of Sea Foods

Within the next year or two the housewife will be educated into a broader use of sea foods, through a national advertising campaign planned by the industry. Producers, shippers and everybody engaged in the industry have come to realize the value of sanitary methods, better marketing methods, and above all, the tremendous food value of their products. Developments and experiments are taking place within the industry, which will make it possible for the person living a thousand miles from the coast to enjoy the delicacies of the sea, the same as the individual living at the water's edge.

Value of Fisheries Products Enormous

Statistics relating to the fishing industry are extremely meagre. To quote from an article appearing in a publication recently, "A value of $96,880,239 is given as the fisheries production as obtained from a composite summary of the most recent canvasses of each section of the country covering a period from 1920 to 1925. This figure represents actual value as received by the fishermen. The value of fishery products is increased by such processes as canning and the various methods of curing. In addition, the value of by-products should be included. In 1923, there were produced canned fishery products valued at $72,500,000. Of this, the canning industry added $20,000,000 by manufacture, exclusive of Alaska where the value added to the product by canning amounted to $27,000,000. The by-products of the fisheries in 1923 were valued at $12,600,000, about $7,000,000 being added by manufacturing processes. These factors actually swell the total value of fisheries products in 1923 to over $150,000,000. More recent figures are larger."

Southern Fishing Operation a Year Round Industry

The Southern industry may be said to embrace the territory ranging south from Baltimore to Key West, around the Florida Coast to Biloxi, New Orleans, and the Texas Coast, a territory in which it is possible to produce twelve months of the year. During every month of the year there is a tremendous quantity of sea foods shipped from southern waters to the northern markets and after winter has made it impossible for the great fleets of Gloucester, Boston and New York to operate a major portion of the fresh supply of sea foods is shipped to the north from southern points.

Estimate 500,000 Slack Barrels Used Yearly by South's Fishing Industry

Needless to say, that a tremendous quantity of slack barrels are utilized in the transportation of sea foods. Any person having spent a few moments in or near a fish market, is aware of this fact. With no official statistics available, a random guess as to the number of barrels used annually in the southern industry, would be 500,000. The barrel most generally used is 31 inches in height, diameter of head 19½ inches, with a capacity of 200 pounds. In packing the product, two shovels of ice are placed in the bottom of the barrel, followed with 100 pounds of fish, two shovels of ice, another 100 pounds of fish and the remaining space filled with ice. The barrel is then sealed, tagged and shipped.

Cooperage Manufacturers Should Educate Shippers to Broader Use of Their Product

In my contact with various phases of the fishing industry, I do not recall that I have ever seen a barrel that might be termed anything other than a mere barrel. My point is, that in this age of standardization, apparently no effort has been made by the manufacturers of cooperage to educate the shippers of the country to a broader utilization of their product, or by some enterprising individual to market his product under an attractive trade name.

Associated Cooperage Industries Exhibit at New York Apple Show

By C. G. Hirt, Secretary-Manager

The annual exposition and meeting of the New York State Horticultural Society, held at Rochester, N. Y., January 12th to 14th, afforded an opportunity to meet with the apple growers and manufacturers of fruit products, located in the State of New York and adjacent territory, which was taken advantage of in the interest of trade promotion for the wooden barrel. Three large buildings were used for exhibition of fruits, farm equipment, grading and spraying machines, different kinds of fertilizers, insecticides, barrels, etc., in fact a comprehensive display of practically everything used in the production, packing and marketing of fruits and fruit products.

Wooden Barrel Again Proves Superior to Substitutes

Manufacturers of substitute containers also displayed their packages at the Exposition, but from conversation had with apple growers and packers, it developed that the wooden barrel is preferred over other types of containers, and that it has been found necessary to repack apples from baskets in storage into barrels, especially for export.

Association Subscribes to Apple Advertising Fund

At the Association exhibit the display of slack and tight cooperage attracted a great deal of attention. Every opportunity to promote the wooden barrel was taken advantage of and information concerning the products of the industry was freely given to many visitors at our booth. We also took occasion to advise those in attendance of the co-operation and interest taken by our members in their behalf, by donating a sum to "Apples for Health, Inc.," an organization that is undertaking a nation-wide advertising campaign to stimulate the demand for apples.

Association Membership an Aid in Obtaining Fruit Barrel Trade

That membership in The Associated Cooperage Industries of America is a paying investment was clearly and conclusively proved by a survey made of the cooperage needs of apple growers and fruit product manufacturers in attendance at the meeting. It was discovered that quite a number are already buying from Association members, while those who are not, are awaiting further developments before arranging for next season's cooperage requirements.

To Install Plant to Cold Pack Fruit

A report from McCourt, Miss., states that the McColgan-Kramer interests are planning an initial outlay of half a million dollars in projects that include an ice plant, a canning factory and a modern cold storage plant with capacity for 5,000 barrels of cold pack strawberries. Last year 3,000 barrels of cold packed strawberries were handled here as an experiment.

Cider Vinegar Manufacturers Adopt Standard Barrel

American Cider Vinegar Manufacturers Association Specifies Douglas Fir Barrels as Standard Package For All Members—Stability of Price Claimed as a Prime Factor in Decision Made

Under the caption "Uniform Barrel Adopted by Vinegar Manufacturers," appeared an article in the January issue of *The Fruit Products and American Vinegar Industry*, outlining action taken by the American Cider Vinegar Manufacturers Association relative to a standard barrel for the entire cider vinegar industry.

Because of the direct bearing which this new development in the vinegar industry has on the cooperage trade as a whole, THE JOURNAL reprints the article in full as follows:

"Looking toward standardization in their industry, members of the American Cider Vinegar Manufacturers Association met in Rochester recently and adopted Douglas Fir for a uniform cider vinegar barrel. That a standard package was necessary is evident because of the many inconveniences experienced throughout the trade in having to carry barrels of various grades in stock and by the range of prices of this cooperage.

"This step is another in the advancement of this organization of cider vinegar manufacturers and follows closely on the proposal of a standard for cider vinegar, having the co-operation of chemists of various States, so that the product will be uniform in all parts of the United States.

"The complete report of S. L. Crawford, acting secretary of the Association, giving specifications of the Douglas Fir barrel which has been adopted, and other information, is described in the following:

'At the meeting of your Association held on December 7th last, one of the most important matters brought before the meeting was the matter of adopting a uniform or standard container in which to ship cider vinegar—this because of the hardship imposed on cider vinegar manufacturers at present through their having to carry at all times several different types of containers in order to conform to the wishes of the different buyers.

'In connection with the above, a communication was read from the American Wholesale Grocers Association touching on this subject and urging the adoption of a standard or uniform container. As you may know, practically every wholesale grocer in the country belongs to that Association.

'It was the opinion of all present that the time was ripe to adopt a standard container, which the Executive Committee had recommended at its meeting in September, and the Douglas Fir Barrel of the following specifications was unanimously adopted as a standard. All members are urged to confine their quotations to this container.

Specifications

'¾ inch staves—1 3/16 inch heading—6 black iron hoops (heading to be doweled and flagged).

'1 1/16th in. 18 gauge chime and bilge hoops.

'1 7/16th in. 19 gauge quarter hoop.

'Barrels to be sanded and well paraffined with an odorless paraffine.

'Capacity—50 to 53 gallons.

'Use of glued heading not permitted.

'Barrels to be paraffined when cold.

'You will find that some concerns are quoting Douglas Fir barrels without specifying thickness of staves or heading and are furnishing 1 1/16 in. staves and proportionately lighter heading than that specified above; consequently such barrels, while some eight to ten cents cheaper in cost than those of specifications we urge our members to conform to, *are not a safe container* and will not stand the hard use such as packages made as per above specifications. Incidentally, all manufacturers of Douglas Fir barrels are in a position to supply packages of specifications given above.

'All hardwood barrels that are now being made are manufactured with full ¾ inch staves and if manufacturers consider such necessary in the manufacture of hardwood containers, it is obviously necessary that as thick staves be used in making Douglas Fir barrels, which timber is a soft wood and consequently will not stand the hard usage that will hard wood.

'It may possibly be necessary to still supply some trade with cider vinegar in hardwood packages, but if our members confine their quotations to Douglas Fir, as above, it will not be long before this package is adopted as standard by the buyers.

'The prime reason for the adoption of Douglas Fir barrels as the standard container was that this type of package fluctuates very little in price, whereas hardwood packages fluctuate considerably, as is evidenced by red oaks, which ten months ago could be purchased for $2.60 each and today are commanding a price of anywhere from $3.00 to $3.15 each, with higher prices in prospect. Then too, the supply of material for Douglas Fir barrels is without end, whereas the supply of hardwoods becomes less and less each season.

Suitability for Cooperage

'Durability—(According to tests made at the U. S. Dept. of Forestry, Madison, Wis.)

'Durability of commercial White Oak taken at 100 per cent. rates other timbers used in cooperage manufacture as follows:

	Per Cent.	Per Cent.
Douglas Fir	75 to	100
Red Oak Group	40 to	55
Ash	40 to	55
Elm	50 to	70
Red Gum	65 to	70
Hemlock	35 to	55
White Pine	70 to	90

Available Supply

'The following are some facts regarding Douglas Fir:

'Government statistics estimate that the total stand of all kinds of softwood and hardwood saw timber in the United States is about 2,215,000,000,000 feet, and that Douglas Fir constitutes about 27 per cent. of the entire stand, viz., about 598,021,000,000 feet. The stand of fir is over twice as great as the stand of any other variety of timber, and is over 30 per cent. greater than the entire stand of all hardwoods combined.

Grain

'Douglas Fir is a long fibred non-porous wood combining strength and density and is less impermeable by liquids than any other wood used in cooperage manufacture. Consequently, expansion and contraction as the results of exposure to weather conditions, and internal absorption of liquids packed in barrels made from Fir are less than in cooperage manufactured from other wood.

Defects

'Fir tight cooperage is manufactured only from Green standing timber, the material being kiln dried as soon as it has been sawed. It is entirely free from seed holes, worm holes, mildew and dry rot. Consequently, Fir cooperage stock is less costly to manufacture into cooperage and is less inclined to leak than is any other kind of wood used in the manufacture of cooperage.

Strength

'Internal and external pressure tests have shown that Fir barrels are stronger than barrels made from any other timber.

Weight

'Notwithstanding that Fir tight barrels weigh less than barrels made of other timber, they will carry their contents to destination without loss, and will make an appreciative saving in freight for the shipper of both the empty and filled barrel.

'Actual tests made have proven that Fir barrels will properly carry a greater weight to the container pound than barrels made from any other wood.

'To summarize, Douglas Fir is by far the largest stand of any other kind of timber in this country, and from the standpoint of durability, strength and lightness, and because of it being so free from defects, is the most desirable and suitable cooperage material obtainable.'"

Southern Zone Paint and Varnish Convention, March 15th and 16th

The Southern Zone members of the National Paint, Oil and Varnish Association will meet in convention at Dallas, Texas, March 15th and 16th.

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DEVOTED TO THE COOPERAGE INDUSTRY

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The columns of THE NATIONAL COOPERS' JOURNAL are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

IMPORTANT ARTICLES IN THIS ISSUE

Editorials.
Cider Vinegar Manufacturers Adopt Standard Barrel.
True Knowledge of Cost of Manufacture Essential to Profitable Operation.
Slack Barrel in the Packing of Glass Tableware.
Associated Cooperage Industries Exhibit at New York Apple Show.
New Orleans' Permanent Exhibition As a Medium for Increasing Cooperage Trade with Latin-America.
Tell the Fishing Industry More About the Wooden Barrel.
New Orleans Cooperage Trade Regains Its Stride.
Cooperage Trade in Quaker City Expects Good Year.

Outside Competition the Trade Factor that Saps Vitality of Many Industries. Organization Stops Inroads.

THE most interesting business address of the month, to our mind, was the one that Mr. Charles F. Abbott, Executive Director of the American Institute of Steel Construction, Inc., delivered before a conference of iron, steel and allied industries at Del Monte, California, January 21st.

Taking for his subject, "The Increased Cost of Doing Business and the Diminished Profit Rate," Mr. Abbott proved, by the text of his address, not to be the pessimist or alarmist that the title of his talk might indicate, but rather did he turn a strong and searching light upon the cause of the present increased business costs and diminished profit rate, at the same time pointing the way to combat, minimize and overcome, in a large measure, this devastating trade and business factor which Mr. Abbott calls outside competition.

Since there are but few industries that have suffered more from outside competition, in the way of substitutes, than has the cooperage industry, we feel that the following excerpts, from the address mentioned, will prove valuable reading. Touching first upon present business, Mr. Abbott said:

"Business in this country is fundamentally sound, and the opportunities for commercial achievement are greater today than ever before. Business is now on a higher and more ethical plane than at any time in history. But there is something wrong when it is necessary for the average business man to operate at a loss, and when really substantial profits are made only by the top-notch organizations in each industry.

"This something that is wrong is competition, and competition is the reason why the average business man today is not getting sufficient return from his efforts, his time and the capital that he is putting into his enterprise.

"Examine the conditions in any line that you may care to. Take a manufacturing enterprise as an illustration. Unless the company under examination is one of the fortunate few that are making big profits, it will be found that it is being strangled by competition. What I want to establish is the fact that it is competition that is squeezing the profits out of business.

"But how to be rid of competition? Considered from many angles the problem appears to present serious difficulties. Offhand it might seem that the quickest way to be rid of competition would be to put competing firms out of existence, and to scrap the country's idle and unnecessary manufacturing capacity. For a time such a drastic remedy might give relief, but the relief would only be temporary, for after a period, the concerns remaining in the field would discover that the competition which had been bothering them still existed, despite the fact that, so far as they were able to see, the source of competition had been removed.

"The big and vital point of the competition subject is that the really dangerous competition does not come from within an industry itself, but from without. If business men would dig deeper they would find that their most serious competition does not, as a rule, come from inside their own industry. The worst competition nearly always lies outside of the industry. It comes from another industry making a product or offering a service that is being sold as a substitute for the product or the service that you are offering.

"If the manufacturer will study his trade situation thoroughly, he will find that his so-called competitor is not his real competitor at all, but his real competition is coming from other outside industries that are making the hundred-and-one different products that are substitutes for his own.

"If manufacturers can check the inroads of outside competition, inside competition is likely to prove more of a help than a hindrance. I have been studying this question of outside competition for several years. It is both my observation and experience that it is the underlying cause of most of the major ills of all business. I am not alone in this belief. Dozens of our greatest leaders of industries and business have come to the same conclusion. What is more—many of these industries and businesses have proved that it is this outside competition that was the cause of their troubles. We know this because since these industries took steps to fight back at invading competition, they have found their troubles gradually disappearing.

"It is only through an organized industry that outside competition can be overcome. That industry of all kinds is becoming more and more cognizant of this fact is well evidenced by the steps taken by many trades to offset the competition of substitutes. They have recognized that while unwise competition within their own ranks may at times result in unprofitable business periods, nevertheless, such destructive competition can be lessened by co-operative working. It is the competition from outside an industry, in the way of substitutes, that is proving the stumbling block to profitable operation."

What outside competition—or what THE JOURNAL has for long years termed the substitute menace—has done to the cooperage industry every member of our trade well knows. Substitutes of every character and kind have been placed on the market to take the place of the wooden barrel, and while our splendid trade package has held its own unbelievedly well, the business of the cooperage and cooperage stock man has, nevertheless, been made difficult; his costs have increased, the volume of his trade has been reduced and, as a natural consequence, his profits have decreased. But what other industries have done to recover, protect, increase and extend their trade the cooperage and cooperage stock manufacturing industry can do. The only question is will the cooperage industry do it.

Let's get behind our trade organization and fight for the wooden barrel during 1927. If we will work as a unit great and wonderful will be our returns. And by this co-operative working we will draw the fangs of all outside competition.

Training of American Business Toward Greater Efficiency Is the Secret of National Prosperity.

IN discussing present conditions in the business world, Mr. John W. O'Leary, President of the Chamber of Commerce of the United States, approaches the subject from an entirely different angle than does Mr. Charles F. Abbott, whose remarks are set forth, in part, in the foregoing editorial.

Business, in the view of Mr. O'Leary, has gone into training. It has not accepted prosperity complacently and grown short-winded and overweight because of it, but both business and industry have worked hard to get where they are, and consequently are in prime condition to face the test of a new year.

"The record of the past two years," says Mr. O'Leary, "is not an accident. It is not a windfall, a piece of good luck, or an evidence that fortune habitually smiles upon us with special favor. The cold record of statistical facts shows to all who wish to know that for the measure of national prosperity which has come in the last two years we worked hard. We have striven to make each application of labor produce more than it ever produced before. In the familiar phrase, we have been exerting ourselves to get greater efficiency. In that effort the figures show we have been successful. There is no other possible explanation for the upward course of the wage level in the United States since 1919 and the downward course of the price level.

"For different industries the Federal Department of Labor has been making some studies through which it shows striking increases in productivity. The Secretary of Commerce has pointed out in the report which he published at the end of November that the railroads have recently been performing 43 per cent. more work, in ton-miles of freight moved, than in 1913, but with only 2 or 3 per cent. more employees.

"Not only have conditions been sound but there is every reason to believe that they will continue to be healthful. On every hand the incentive to efficiency in production, distribution, and utilization is in full force and effect. Moreover, we have sufficient irregularities in conditions to cause everyone to be thoughtful of the dangers of over-confidence, and to do his part to avoid them."

The present day business man has learned that to stay in the running he must keep pace with progress. That he must be alive in all particulars, abreast of all knowledge pertaining to the advancement of not only his line of trade, but that of all lines having a bearing upon, or allied in any way, with his own. And most of all must the progressive business man of the present keep his company, its product, its quality and its method of service steadily before the buying world, if he is to secure the fullest returns from his efforts, his line and his investment.

Healthy Condition Prevails in Cooperage Trade — General Demand Excellent—C. M. Van Aken

The fruit industry is an important factor in the Eastern slack cooperage business. During January some fruit barrel business is always written, but for several reasons there is no anxiety on the part of buyers to have shipments made. Where apples grow winters are severe. Many of the smaller cooper shops are located some distance from the railroad. Therefore, to unload cars when the snow is deep or the thermometer trailing around below zero is often an expensive proposition, so it is only cooperage material that is actually needed that is, as a rule, ordered for shipment during January or February. In the Eastern apple section this year, we have had more snow and more cold weather than usual; hence, January fruit barrel stock shipments have not exceeded the shipments of previous years, if anything they have fallen off somewhat. This situation, however, has not had a depressing effect upon cooperage stock prices, because the same unfavorable weather conditions which prevented shipments to the cooper have also had a decided curtailing effect upon production.

It has been with difficulty that the mills have forwarded the cars actually ordered. Many times shipments have been delayed, putting us in a position where, while we are looking for more business, we are compelled to apologize for not having filled the orders placed in accordance with the letter of the contract.

The Eastern cooperage situation seems healthy in spite of low crop prices of apples last year. Apple producers are taking care of their orchards just the same as usual and making the usual arrangements for packages, which includes barrel material. Optimism seems to prevail all along the line.

In the lime and cement industry, as well as various industries using barrels for promiscuous purposes there is a steady demand. These industries use cooperage right along, their business is taken for granted and while it is important it does not contain the same element of speculation, as regards quantity, as does the fruit business. Therefore, these lines are taken care of with but little thought. Fruit and vegetable barrels consume a great deal of the slack cooperage stock that is manufactured, but this steady line of promiscuous business is without any "hurrah," taking shipments right along and is "all the business" at times when the fruit and produce people are more or less out of the market. It is the lime, cement and similar industries with their steady demand that keep us happy during the months of January and February.

As has been said, there is a feeling of optimism throughout the Eastern cooperage industry and this feeling is influential in assuring a fair business.

True Knowledge of What it Costs to Manufacture Essential to Profitable Operation

Variation Between Actual and Guessed-at Costs is Often the Difference Between a Profit and a Loss—Suggestions That May Aid in Accurately Determining Costs

By G. R. DENTON
Shelley-Heins Cooperage Corp., New York City

Cost accounting in a cooper shop, as in any other line of manufacture, has a two-fold purpose, but it is difficult at times to determine which of these purposes is the more important.

As the name "cost accounting" implies, the original purpose was to decide accurately the cost of manufacture, but if this is all the cost accounting system does, it is woefully at fault, for the reason that cost accounting must not only tell what the cost of manufacture is, but why such cost rises and falls, and where economies can be made. Those who look with suspicion on anything that might have some connection with the theoretical "efficiency expert" of unsavory reputation, may rest assured that cost accounting is not a new idea intended to build up a well-paying job for some impractical quack. Every manufacturer must have some system of finding his cost of making an article, whether his office is in his hat, or his organization is as large as the Steel Corporation.

Avoid Extremes in Cost Systems

Of course, the easiest way of finding costs in a cooperage plant is to divide the total money expended by the number of barrels and kegs made. This may be done each week or each month, but as cash is paid out in uneven amounts, and the packages manufactured vary in size and grade, this method of cost finding is sure to discover the manufacturer at the end of the year looking in vain for profits which looked almost certain during the year. Such a method is one extreme of cost accounting. Another is that of hiring a troop of auditors, accountants, bookkeepers, and clerks to keep track of every move made. Of course those manufacturers who may use the latter method usually obtain more satisfaction than those using the first system, for the simple reason that they have more money when they start but the result is no more desirable than the first extreme. Obviously then, the best method of cost accounting is one between these two extremes.

I do not agree with those who state that a standard cost accounting system can be adopted that will apply to every individual plant. To my mind, this is not practical, as there are too many individual problems to be met in the manufacture of barrels.

However, in this article, I will endeavor to outline a cost accounting plan that has proved very satisfactory over a period of years to a large manufacturer of tight cooperage, offering suggestions which my readers may cull over, accepting those which can be made use of, and discarding the others.

Suspense Account for Unloading Costs of Prime Necessity

First of all, let us take a trip through a cooper shop. To start off, we have the unloading of the raw material, also unfortunately, for several reasons, the storing of it. To determine the unloading cost is not hard—so much money divided by so much unloaded material, equals so much per unit. If the material unloaded moved right into the shop and was made up into packages, our task would then be finished, but such an ideal situation never lasts for more than a few days at a time in actual practice. Almost invariably, the stock unloaded must be stored, and naturally we cannot charge the money spent for unloading against cooperage manufactured from other material.

To take care of this situation the best thing to do is to have a suspense account take care of the money expended for unloading until the material comes out of storage. Suppose, for instance, that 10,000 sets of staves are unloaded this month at a cost of $150, and that only 7,500 sets are used. We have evidently 2,500 sets of staves and $37.50 in unloading charges in storage. Therefore, the balance of $112.50 storage charges should be placed against the 7,500 barrels manufactured. It is preferable to have three unloading labor suspense accounts; one for staves, one for heading, and one for hoop iron. In the case of a very large cooperage plant it might be advisable to adopt the suspense account for other materials also, but from my experience I would say that this is usually "gilding the lily," as miscellaneous materials are usually purchased as needed, and the unloading cost is entirely too small to keep in suspense.

No Difficulty in Handling Suspense Accounts

There is no difficulty in handling these suspense accounts. The unloading charges are debited to the proper account, and the proportion of the raw material used is credited to suspense, and charged to manufacturing cost. The used material may be charged out in three different ways, all of which will be found satisfactory. (1)—At average cost. (2)—At highest cost. (3)—Leaving the balance at current cost, charging out the remainder. The following tables will illustrate the three methods of charging out the material placed into manufacture.

(1)

	Staves	Amt.	Avg. per Set
Bal. 1st of month..	10,000	$160.00	$0.0160
Recd. this month..	2,500	37.50	.0150
	12,500	$197.50	$0.0158
Used this month..	8,000	126.40	.0158
Bal. end of month.	4,500	$71.10	$0.0158

(2)

Bal. 1st of month..	10,000	$160.00	$0.0160
Recd. this month..	2,500	37.50	.0150
	12,500	$197.50	$0.0158
Used this month..	8,000	128.00	.0160
Bal. end of month.	4,500	$69.50	$0.0154

(3)

Bal. 1st of month..	10,000	$160.00	$0.0160
Recd. this month..	2,500	37.50	.0150
	12,500	$197.50	$0.0158
Used this month..	8,000	130.00	.0163
Bal. end of month.	4,500	$67.50	$0.0150

Keg Stock Costs Should Have Separate Account

As labor rates ordinarily do not fluctuate to any great extent, method (1) is possibly the easiest and best way to handle the account. If keg stock or other material that has a considerable variation from the ordinary cost is handled, it is well to put it in a separate account. If method (3) is used it is possible to put all the storage material in one account, setting up the amount of material on hand at the current rate and charging out the balance.

When rough staves or square heading is used the preparation costs should be handled in the same manner. In other words, the labor costs covering preparation should only be charged to manufacturing costs in the same proportion that the material represented by the labor is used.

Suspense Accounts Draw Instant Attention to Increased Handling Costs

A great advantage of these suspense accounts is that attention is drawn immediately to any increased cost in handling or preparation. When the entire handling cost is charged out every month the statement that "our handling cost is up" is sure to be met with "we were putting in a stock." When the stock is being used with little unloading cost the statement shows that unloading costs are down, whereas the costs are probably up as the unloading gang is not so busy. You always have a check on

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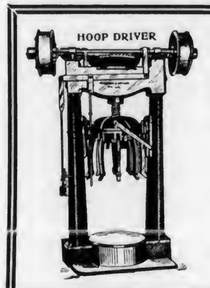

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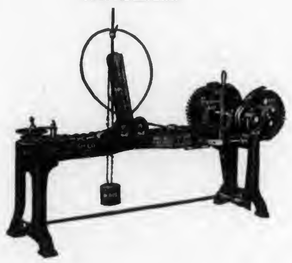

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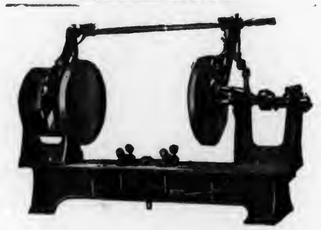

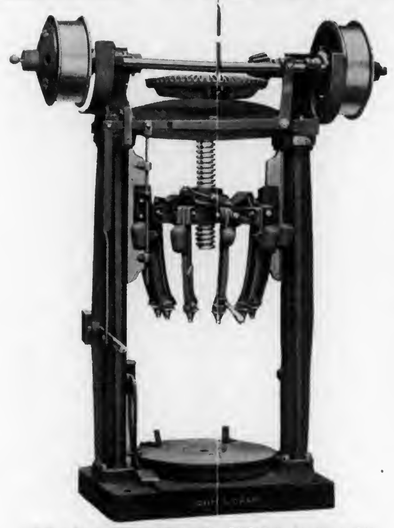

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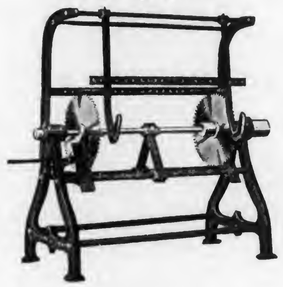

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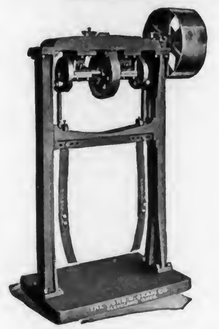

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your unloading cost, material used, and material in storage, which aids greatly in accurately calculating the actual cost of manufacture.

Size of Shop Must Be Considered

From the barrel raisers to the testing skids it is difficult to prescribe a method that will answer in more than a very few cases. In a small shop with little labor turnover and a fairly steady output it may be satisfactory to put all of the labor costs in one item. In a large shop with labor more or less changing, it is necessary to keep closer track of each step in the process. This, of course, is usually the job of the timekeeper. The practice very often indulged in, of putting a boy or an inexperienced man in this position defeats its purpose, as far as cost recording is concerned. It is not sufficient that the payroll be kept accurately. The proper allocation must be made of each man's time and a knowledge of shop practice is absolutely necessary to do this.

Designate Accounts by Numbers

To individual handling of items entering into the cost of manufacture in actual accounting, the various operations should have a designated number, which numbers may be subdivided. For example, the account unloading staves can be called account No. 1. Then No. 1-A can be direct labor, No. 1-B supervision, No. 1-C materials and supplies, etc. Using this method it is simple to discover the why and wherefor for higher costs. No.1-A may show the proper cost per 1,000 staves but the quantity may be down, thereby increasing the foreman's overhead. The sub-symbols A, B, C, etc., can represent the same heading throughout all numbered accounts; that is to say, No. 1-A may represent direct labor unloading staves, No. 9-A might be direct labor heading-up.

Various Sizes of Packages Made Have Bearing on Cost

It is almost impossible to get a correct cost of manufacture by dividing the labor and miscellaneous charges at the end of the month by the number of packages made. Various sizes may have been put through on the same lines of machines. No. 3's may have been slapped together, while at the same time a careful job has been done on a lot of spirit barrels. To figure that it costs the same in both cases is, of course, misleading, and the proportion made might throw off our figures to such an extent that we would make too high a price on the next order for No. 3's or too low a price on spirits. Unless one has a "job" system of keeping costs; that is, charging all labor to each order instead of to the operation, it is difficult to determine exactly where we stand. As good a method as any is to establish by trial how many of the various styles of special packages can be made in an hour under standard conditions. For example, we will suppose that our standard barrel is a 50-gallon oil grade, of which we make 100 per hour. When making spirit barrels we turn out only 80 per hour, and on No. 2's or No. 3's we produce as high as 125 per hour. Spirit barrels, therefore, cost us 20 per cent. more and No. 3's 25 per cent. less than our standard barrel. At the end of the month to get our cost on each grade we should take the direct labor only for making barrels (the other elements are not affected by the difference in grade) and divide it by the theoretical number of barrels that would have been made if we had been on standard barrels all month. For example, suppose it cost $2,500 for labor from the raisers to the testing skids on 18,000 barrels of which 15,000 were oils, 2,000 were No. 2's, and 1,000 were spirits. The averages would work out as follows:

Barrels Made	Per Cent. of Standard	Equal in Standard Bbls.
15,000 Oils	100	15,000
2,000 No. 2's	75	1,500
1,000 Spirit	120	1,200
18,000		17,700

Twenty-five hundred dollars, our labor cost, divided by 17,700 gives us .141 per barrel, based on the standard barrel. Twenty-five per cent. less gives us .106 as the labor cost for No. 2 barrels, and 20 per cent. more gives us .169 as the labor cost for spirit barrels. The same procedure is used for various sizes made on the same line of machinery.

Constant Watchfulness Necessary to Protect Profits

When a different line of machines is used for kegs or half-barrels, it is best to keep the costs separate. There is too great a difference in cost of manufacture in this instance to use the above method. The number of various grades made per hour should be checked occasionally to assure the correct proportions being used.

As will be seen from the above example, which is not exceptional, there is a difference in cost of .063 between two different grades of barrels. If this is not taken into account there will be some orders lost when a profit might have been made, or some orders taken that can only be filled at a loss.

Individual "Job" System May Prove Too Costly

The direct labor is about the only item that can be accurately recorded for the various kinds of barrels, unless costs are kept for different lines of machines of a "job" system used, and it is doubtful if many cooperage manufacturers can find the "job" method of value. It is costly, which is enough to condemn it, and is used chiefly in lines that make up a large number of varied articles. As a cooper runs (or tries at least) a full day on one type of package, he can usually tell in a general way by checking his day's run, whether his efficiency is up to par.

As direct labor is all that can be properly allocated to the correct style of barrel the other charges in the shop must be averaged over all. These charges are flagging, trimming, firing, steam, electricity, repairs to machines, etc., foremen, and warehousing.

The Washington Cooperage and Packing Company, Seattle, Washington, has increased its capital to $100,000.

New Government Publication on Weights and Measures

WASHINGTON, D. C.,
January 15, 1927.

EDITOR, THE JOURNAL:

Your attention is invited to a new edition of the Federal and State Laws Relating to Weights and Measures, which will be issued shortly, and will be for sale at the usual small charge for government publications which is intended to cover the cost of paper, press work and binding.

We believe that this publication contains laws of very great interest to the readers of your magazine and if you would care to call their attention to it by a suitable notice, this Bureau would be very much obliged to you.

Only one edition of the new publication will be printed, and this will be limited to the immediate demand for it. We desire, therefore, to ascertain how many copies will be needed, and would suggest, in case you call the attention of your readers to this publication, that the notice advise each one desiring to purchase a copy to inform this Bureau at once. We shall be pleased to advise them, as early as practicable, when the publication will be ready for sale and the price at which it may be purchased from the Superintendent of Documents.

Respectfully,
BUREAU OF STANDARDS,
Department of Commerce.

The subject matter of the publication referred to above includes the Federal laws and regulations relating to the fundamental standards of the United States; Federal laws requiring the marking of the net weight on packages containing food; standard containers for grapes and other fruits and vegetables; standard barrels for lime, and for fruits and vegetables and other dry commodities; State standards of weights and measures, definitions of units of length, area and mass; net weight laws relating to the marking of the net contents on packages as required by the States; laws governing the inspection of weights and measures, the officials responsible for the administration of the weights and measures laws, their powers, duties and obligations relating to the enforcement of the laws, the use of proper weights and measures and weighing and measuring devices, and the condemnation or confiscation of apparatus not conforming to the laws and regulations. Laws relating to barrels, boxes, bales, bags and other containers used for various commodities such as apples, berries, flour, fruits, vegetables, fertilizers, grain and mill products, feeding stuffs, etc., are included in the compilation.

Cooperage Production in Kansas City

A survey of the wooden package manufacturing industry of Kansas made recently by the Kansas City Chamber of Commerce shows that the yearly output of the Kennedy Butter Tub Company totals 600,000 tubs and that of the J. R. Kelley Cooperage Co., of Kansas City, totals 283,000 barrels annually.

Cooperage Trade in Quaker City Expects Good Year

Look to 1927 to Bring Much Larger Volume of Business—Tight and Slack Barrel Manufacturers and Dealers Preparing for Busy Times

If the good feeling which prevails in the Philadelphia cooperage trade at present, so far as business conditions are concerned, can be accepted as a criterion for the future, then the local trade will have a splendid year during 1927.

Every barrel manufacturer and dealer sounded on the subject expressed the opinion that the turn of the year, while bringing the usual dullness, also brought with it prospects for a much larger volume of cooperage needs than has been experienced in some time.

Barrel Consuming Industries Plan for Big Year

With but one or two exceptions, manufacturers of products demanding the wooden barrel as their shipping package, look forward to heavy operations in the months to come. Already these manufacturers are listing their cooperage wants with the local trade. Moreover, it is rumored that there is a possibility of a particularly large barrel user in the second-hand slack branch contracting this year, instead of buying his packages in the open market, which has been the practice since the close of the war.

Latter Part of 1926 Proved Profitable to Cooperage Trade

The last four months of the past year saw more volume of business coming to the Quaker City coopers, according to many, than did the previous eight months. In the tight branch of the trade was this condition especially true. The kraut, cider, vinegar and pickle industries about cleaned up all the stocks of that class held in the local yards. Furthermore, just prior to the holidays, there was a very noticeable movement in barrels for export oils, and while the heavy demand from this source has subsided, nevertheless, there are still a number of orders in the market, and the coopers all look forward to another spurt in the near future.

Splendid Testimonial to Durability of Wooden Barrel

At this writing there is considerable activity in tar barrels and road oil barrels, preparatory to the opening of road construction and repair. An interesting sidelight on the use of tar barrels was the arrival at one of the shops of a shipment of barrels which had come just a short time previously from India. These barrels had originally been exported to India containing lubricating oil, and after knocking about Indian ports and interior points for some time, they were used again as containers for salted hides and reshipped to the United States. These barrels were scheduled for inspection and recoopering where necessary, and out they would go again, this time as tar barrels—not because they were unfit physically for anything but tar, but because their last contents had made them unsuitable for other purposes. Undoubtedly, these barrels had been used many times before their trip to India, yet there they were after kicking about half the world and across many seas, ready for use again. Is there a wooden barrel substitute that can boast of such service?

Slack Barrel Manufacturers and Dealers Are Optimistic

In slack barrel circles there is every indication of a good run of business ahead of both manufacturers and dealers. Sugars are going well, both new and second-hand packages, as are also meat and provision barrels. The chemical plants, too, are coming forward with their cooperage requirements. Of course, there is a quantity of small orders that are always wanted in a hurry, but in the aggregate, the number of barrels that are going forward is good evidence, in the minds of the local trade, that 1927 may be looked forward to as a profitable year for the slack barrel industry.

Supply and Demand Will Regulate Prices

Prices on the whole, have shown a profit, not very large in some instances, because of the tendency on the part of the local trade to bid too high for barrels in the buying market, and compete too keenly when selling. However, the Philadelphia cooperage trade, generally, may be said to have enjoyed profitable prices during the latter part of 1926, and as there is every promise of an even greater demand for barrels during the months to come, the law of supply and demand will undoubtedly hold prices at an equitable level, both from the viewpoint of the cooperage trade, and the wooden barrel consumer.

Advances Noted in Slack Stock Prices

Slack cooperage stock has shown an advancing tendency lately, particularly in flour barrel material. Quotations as of January 20th are as follows:

5′ 6″ hoops	$17.00 to $17.25
6′ hoops	17.75 to 18.00
6′ 9″ hoops	18.75 to 19.00
No. 1, 28½″ gum mixed staves	16.75 to 17.25
No. 1, 30″ gum mixed staves	17.75 to 18.00
Mill-run, 28½″ cottonwood	13.25 to 13.50
Mill-run, 28½″ gum mixed	12.75 to 13.00
No. 1, 17⅛″ basswood heading	14½c to 15c
Mill-run, 17⅛″ h'd'w'd heading	10¾c to 11¼c
Mill-run, 17⅛″ pine heading	9¼c to 9½c

Adverse Production Conditions Reflected in Tight Stock Prices

Tight barrel stock is strong and mills are not willing to contract much ahead, as they figure that prices will go still higher. A shortage of stock is likely, it is said, because of the disastrous floods in Kentucky and Tennessee. Local coopers do not feel it advisable to contract barrels ahead much, owing to the uncertainty as to prices. They might find themselves in a tight pinch if they took too many orders at present prices.

Improved Demand for Dye and Oil Barrels

A much improved demand over a month ago is noted in tight barrel lines. Dye and oil barrels are having the best call at present and plants handling these barrels are securing a steady volume of business.

Annual Meeting of New York State Horticultural Society

The New York State Horticultural Society accomplished a good object in its annual meeting at Rochester the second week in January, when approval was given to the organization of fruit growers for Western New York. Plans were made for the adoption of a high-grade brand for the fruit and for proper inspection and advertising. The organization will be formed early next year, according to present plans of the State Federation of Farm Bureaus. Time will be given for discussion of the plans by farmers and farm organizations. The proposed amendments to the State fruit regulations provide that apples packed or repacked within the State, and intended for sale within or without the State, shall be plainly marked with the variety, grade, minimum size of apples, quantity of contents and the name and address of the packer or repacker.

An exhibit was held in connection with the meeting, and the booth of The Associated Cooperage Industries attracted much favorable attention.

Cooperage Conditions in Buffalo Are Much Improved

The demand for flour barrels is fairly good for this time of year, although the mills are not operating heavily enough to make any big call upon the cooperage plants. The encouraging feature of the trade, however, is that a large percentage of present flour business is in the export line and that means a good deal of packing in wood, instead of other material.

Buffalo is well situated for an export flour trade; better, in fact, for shipment to ports of the West Indies and South America, than is Minneapolis. This is due largely to its geographical situation. Buffalo millers can make shipments by steamers from New York and the sailings from there are more regular and frequent than from the Gulf of Mexico ports, from which points much of the Minneapolis flour is forwarded. It is largely because of the possibilities in export flour trade that Minneapolis millers locate plants in Buffalo.

Stave Company Installs New Plant

The Mount Olive Stave Co., Batesville, Ark., is installing a mill near Evening Shade, Ark. The company plans to purchase its timber on the stump.

The Slack Barrel in the Packing and Shipping of Glass Tableware

Thorough Study by Freight Container Bureau Produces Many Recommendations of Value to Cooperage and Glass Industries

By H. C. HOOVER, Engineer,
Freight Container Bureau, American Railway Association

What is the range of sizes of barrels used; are there some certain sizes used more than others; cannot a few representative sizes be selected and standardized? What is the best packing material and what is the correct amount of packing material to use?

These are some of the important problems from the standpoint of the shipper, the carrier, the consignee, and the cooper, which the Freight Container Bureau, an organization maintained by the American Railway Association, is trying to solve. This study was made with the object of reducing or eliminating the causes of loss and damage. A scientific study of shipping containers in addition to attaining this end, develops principles, which, if followed, enables the shipper to apply his packing material and package to the best advantage.

How Studies and Surveys Are Made

As the procedure in all of the Bureau's studies is very similar, the progressive steps followed in the study of slack barrels and inside packing for glass tableware will be used for illustration.

First the associations of manufacturers of flint and lime, pressed and blown glassware and other kindred organizations were visited. The purpose of these visits was to discuss the proposed project. Membership lists were received, and the approval, assistance and co-operation of the associations and their members were enlisted. Several weeks were then spent in visiting the largest and most representative shippers of glass tableware in order to study and observe the various packing and shipping practices of the manufacturers.

Wooden Barrels Investigated at All Points

Examinations of shipping packages in transit were made at origin, transfer and destination stations. The way and method of handling and loading the barrels was observed. The nature of any breakage or damage to the containers was noted and discussed with those in charge of the stations. It should be noted here that very few examples of broken barrels in transit were found, but this is no indication that the ware in the barrels is not broken. It should also be noted that if slight breakage of the glassware occurs in a well packed barrel, that such breakage cannot always be detected by simply shaking the barrel.

Contents of Barrels Examined at Destination

The next step was to determine the condition of the ware as it was delivered at destination. Several methods of obtaining this data were employed. Barrels in various warehouses were examined and many unpacked by the engineer himself. The freight agents at several large shipping points co-operated by forwarding to the Bureau for several weeks, copies of all waybills covering shipments of glassware packed in barrels. With this information, letters were then sent to destination agents all over the United States and parts of Canada. In some cases letters were sent direct to the consignee requesting him to closely observe the condition of the containers upon arrival, and to closely examine and check out the contents of each barrel noting the items listed below:

1. Contents (kind and number dozens or number pieces).
2. Packing material (hay, straw or excelsior).
3. Packing arrangement (nested, reversed, not nested).
4. Breakage (number pieces and where located).

A number of the large department stores in New York, Philadelphia and other cities were visited, and permission was received to check out barrels of glassware as they were unpacked in the storerooms. Several of the stores later filled out blank forms supplied to them, giving detailed information on each barrel as it was unpacked. To date full detailed information on nearly 2,000 barrels of glassware from 34 different shippers has been secured.

Results of Study to be Submitted to Barrel and Glass Manufacturers

From these sources of information and the analysis of the data obtained, many important features were developed which will be presented in the form of recommendations to representative committees of barrel and glassware manufacturers for their consideration and acceptance. The final recommendations will then be published in circular form and distributed to those interested.

Variation in Cooperage Practices Noted

The types of hoops used in the manufacture of slack barrels for the shipping of glass tableware are three in number, namely:

Wood (the patent hoop).—These are thin strips of tough wood principally elm, between one and two inches wide and from four to seven feet long. They are made with one edge nearly twice the thickness of the other edge. This difference in thickness should be entirely on the inside of the hoop, forming a bevel to conform to the shape of the barrel. The outside of the hoop should be straight. One end of the hoop is pointed, while the other end is thinned down like a wedge and forms what is termed the lap. Both the thick and the thin edges of the hoop are rounded. Many times only two fasteners are used to secure the lap. It has been found to be much better to fasten the ends of "patent" wooden hoops with at least four nails, staples or tacks clinched at least ¼″ on the inside.

Wire.—The two styles of wire hoops used today in the manufacture of slack barrels are: the twisted splice hoop and the "electric" or "butt" welded hoop. The results of the tests made by the Freight Container Bureau show the joints of the electric welded hoop to be slightly stronger but less elastic than the joints of the twisted splice hoop. In general the efficiency of the joint of the twisted splice hoop cannot be increased by adding to the number of twists. It is possible, however, that the efficiency of the joint may be increased by reducing the severity of the twist at the time of manufacture.

Beaded Steel.—The beaded steel hoops generally used in the manufacture of slack barrels for shipping glass tableware are 1⅝″x23 or 22 gauge (steel wire gauge). The standard joint used by two of the largest manufacturers of beaded steel hoops is made of two six-pound cooper's rivets (6 lb. per thousand rivets, 6 gauge x $\frac{25}{64}$″ long) spaced one inch apart, the end rivet being ⅝″ from the end of the hoop. The punching of nail holes of the size used at present, in the beaded steel hoop does not materially decrease the strength of the hoop. When the beaded steel hoop is used, the rolled edge is to be included in measuring the width of the hoop.

Hoop Combinations.—Some shippers of glass tableware in barrels use one type of hoop only, but the majority use various hoop combinations. The following are the hoop combinations generally used:

Four Beaded Steel Hoops.—This barrel has one hoop at each head and two hoops at the bilge. The hoops are usually secured with three or preferably four nails driven through the staves and clinched. There are other types of fasteners which also are used for this purpose.

Four "Patent" and Four Wire.—Although this combination is seldom used it produces a strong container. One patent hoop is fastened around each head and two around the bilge. One wire hoop is used with each "patent" hoop and is placed at the edge of the wooden hoop toward the bilge.

Six "Patent" Hoops—This is probably the most prevalent hoop combination used on slack barrels. Two hoops are placed at each head and two hoops at the bilge. Six hoops

are used on the sizes of barrels from the half barrel to the tierce up to and including 24″ head diameter and 34″ stave.

Four "patent" hoops, one at each head and two hoops at the bilge are used on kegs. On larger barrels or casks 26″x34″ and larger, it is common practice to use eight "patent" hoops, two at each head and four hoops at the bilge. These hoops at the bilge are usually secured with three and preferably four nails clinched on the inside of the barrel.

Two "Patent" and Four Wire.—In the case of this combination, one "patent" hoop is placed around each head. Two wire hoops are used as collars, one with each head hoop. These collar hoops are driven down tight but not fastened, they assist in preventing the head from falling in when it is being driven into place before the head hoop is put on. The other two wire hoops are placed at the bilge and secured with three and preferably four staples.

Two Beaded Steel and Two Wire Hoops.—In this case the steel hoops are placed one around each head and the two wire hoops at the bilge.

Four "Patent" and Two Wire.—When this combination is used, one "patent" hoop is placed around each head. The other two "patent" hoops are used as intermediate hoops at the bilge. The two wire hoops are used as collar hoops, one with each head hoop.

Study Made of Barrel Manufacturing Process

One of the most important phases of the manufacture of barrels is the heating of the staves after they have been assembled and windlassed. This heating of the staves makes them soft and pliable so that they will be relieved of stresses caused by drawing the barrel together by the windlass. Heating also removes some surplus moisture in the wood after it has been seasoned and gives to the staves their permanent set.

In many of the "machine" barrel plants the heating is done automatically by exposing the partially completed barrel to dry air at about 270°F heated by dry steam. Gas or coke heaters used in plants where the barrels are hand-made, answer the purpose very well providing the barrel is "fired" long enough. A fairly good indication of this is when the staves are slightly scorched on the inside.

Advocates More Care in Hand-made Barrels

Some barrels are not uniformly round and cause uneven rolling and consequent weaving of the container. This is principally due to placing too many wide staves adjacent to each other.

Because of carelessness or too much rush, many hand-made barrels are improperly crozed. A uniform croze or groove of proper depth, at least ⅛″, near the ends of the staves is very important since its purpose is to hold the head in place. In the case of machine-made barrels, the crozing is done by machinery and therefore the groove is quite uniform. The staves should not be bevelled across the entire end as this decreases their serviceability.

Variation in Packing Practices Noted

Materials Used.—The recent survey made by the Freight Container Bureau shows that about 70 per cent. of the glass tableware shipped in barrels is packed in hay. The hay which is mostly used and which the shippers claim is best, comes from the western prairies and is quite clean and wiry and not as brittle as common hay found in the east. It is important to note that very little attention in this study was paid to the packing of the expensive glass tableware.

Very little straw is used because it is found to be quite slippery, and will settle, leaving the ware exposed. Excelsior is also used by a few shippers of cheaper or common glass tableware; but the grade of excelsior used in the packing of this cheaper ware is usually coarse and of poor quality. Wood wool is a much better packing material than hay or straw, but its cost prohibits its use as a packing material, except in the case of the most expensive glass tableware.

Poor Packing Offsets Well-made Barrel

The amount of packing material necessary to insure safe transit under normal conditions varies according to the nature of the ware. There is apt to be more loss and damage in a poorly-packed well-constructed barrel than in a well-packed poorly-constructed barrel.

As an example of this a standard 19⅛″x30″ barrel was received in very bad condition. The top head was broken in, three hoops were completely destroyed and the staves loose and spreading. A barrel in much worse condition is hard to imagine. This particular barrel contained 20 dozen cocktail glasses. Now a cocktail glass, because of its thin stem and bowl, is one of the most delicate types of glassware, and is exceedingly difficult to pack to prevent damage. Because of the condition of the barrel and the exceedingly fragile nature of the ware a large amount of breakage was expected, but every piece of the 20 dozen glasses checked out O. K. Excellent packing was the only thing that prevented heavy breakage.

There does not seem to be any hard and fast rule to follow as far as the amount of packing material to use is concerned. It does not pay to skimp on the packing material, however. Skimping is usually done because the packer tries to pack more ware in the barrel than can be efficiently and effectively packed in that particular size container.

Do Not Try to Overload in Packing

Looking at the matter from the standpoint of economy, good will and a satisfied consignee, it does not pay to pack 12 dozen pieces in a given size barrel, and skimp on the packing material so as to get them in and then have 10 per cent. breakage, when 10 dozen pieces with the proper amount of packing material would have filled the container and been carried through intact. If 12 dozen pieces must be packed in one container, use a larger barrel. The slight increase in cost will be more than returned in the good will and satisfaction of the buyer.

Care Essential in Opening Barrels

Because of the manner in which most barrels are opened, there should be at least three inches of solid compressed packing material between the top layer of the ware and the head. This applies to the bottom as well as the top of the barrel. Over 90 per cent. of the barrels are opened by driving in the heads, regardless of the fact that "DO NOT DRIVE IN THE HEAD" is stencilled on the head in large letters on nearly every barrel. There is no doubt that the proper way to remove the head is to loosen the top hoop, but many workmen do not do this because this is difficult to do and requires too much time. Our observations would indicate that barrels can be opened by breaking in the heads, without damaging the glassware, but this method of opening the container is not to be recommended. The unpacker usually taps the head with the sharp edge of a hatchet until it is forced in. Unless the unpacker is unduly careless three inches of compressed packing material will protect the articles, but there is the other point to be considered that this three inches is needed to protect the articles in case either or both of the heads should be accidentally broken, in the warehouse or in transit.

The amount of packing material between the staves and the ware depends upon the size of the container and the nature of the glassware. Two inches of compressed material is probably sufficient for the standard barrel, yet as the size of the container increases, the amount of packing material should increase. There should be sufficient packing material between each row, each layer and each piece to prevent two pieces from coming in contact with each other under any condition.

In addition to the packing material, each piece should be wrapped separately in at least two sheets of tissue paper, or an equivalent weight of good Kraft paper. This wrapping of the ware in paper forms a cushion for the glass and also helps to prevent nicking and scratching.

Suggestions That Will Prove Valuable to Cooper and Glassware Manufacturer

Certain important points should be emphasized in the packing of glass tableware and in the preparation of the barrels for shipment.

1. The staves should be thoroughly seasoned and dried, kiln dried preferred.
2. The hoops at the bilge should be secured with sufficient fasteners to hold them in place. To do this at least four fasteners per hoop equally spaced are necessary.
3. Cement coated nails for nailing in the head should be used in place of bright nails, because their holding power is much greater and they are cheaper per nail used.
4. The bilge hoop should be thoroughly driven to the proper position on the barrel, so as to assure even bearing on all staves.
5. At least three inches of compressed packing material should be placed between the ware and the top and bottom heads. Two to three inches of compressed packing material between the ware and the staves is essential.
6. A good grade of Kraft paper or several thicknesses of tissue paper wrapped more or less tightly around each piece of glassware affords a cushion that is well worth the slight additional expense.

Much breakage of glassware is caused by packing too many articles in a barrel with a resulting insufficiency of packing material. This breakage makes it dangerous for the man who unpacks the barrel; not only is it also a total loss, but it makes a disappointed and dissatisfied customer. The correct amount of ware in a barrel well packed encourages repeat orders.

Tinkler & Webster New Cooperage Importing Firm in Great Britain

LIVERPOOL, ENGLAND,
December 31, 1926.

EDITOR, THE JOURNAL:

I have today resigned the position I have held for the past nineteen years with Messrs. James Webster & Bro. Ltd., and as of January 1st, 1927, commence in business for my own account.

Mr. T. Malcolm Webster, for many years a director of James Webster & Bro. Ltd., has joined me in forming the new firm of Tinkler & Webster.

With my long experience in both the buying and selling of cooperage stock, I feel certain that the new company can take care of any business entrusted to it.

With regards to conditions in the British cooperage trade, at the close of 1926, quite a nice number of enquiries were coming along for cooperage stock. With a better labour outlook we look for an increased demand in 1927.

So far as U. S. A. supplies go, the British market will be chiefly interested in manufactured stock, and there is a fair demand for slack cooperage today. Matched stock is also enquired for. The rise in freights, however, will check the demand for a while, at least until prices become stabilized again.

Heavy cooperage is not wanted at all, and the supply of palm oil staves is very much in excess of the demand.

Yours very truly,
J. C. TINKLER.

Containers for Exporting of Goods Exempt From Japanese Import Tax

An ordinance of the Japanese ministry of finance, recently effective, amends the list of receptacles and containers which may be imported into Japan without payment of import duty when they are destined for use as containers of goods for export. The list includes casks and barrels used as containers of sake, beer, ale, porter, stout or soy.

Inventories Slow Up Louisville Cooperage Trade

The usual January inventory period has produced a certain amount of inactivity in the Louisville cooperage trade. The cooperage plants, however, are operating on part time, caring for immediate orders and manufacturing for stock, although there is not much inclination on the part of cooperage manufacturers to carry any great amount of stock, because of present high prices.

Moreover, very few long-time contracts are being accepted. It would appear that the local trade only desires to accept orders for immediate shipment or for 30-day shipment.

With regard to the future, every indication points to a good year for the cooperage industry in 1927. Every one here believes that after business gets back to working, there will be sufficient orders to satisfy all.

General business in the South looks very promising. The cotton situation is very much relieved, as the growers have discovered that they can finance their crop.

High Water and Flood Conditions Affecting Stock Production

From all reports received, the production of cooperage stock has dropped to a very low figure, due to high water and flood conditions in sections of Eastern Kentucky, along the Cumberland River in Kentucky and Tennessee, and through Arkansas and Southern States. In Eastern Kentucky the roads are absolutely impassable, and there is very little likelihood of being able to ship the stock that is manufactured, for the time being.

Speaking on production conditions, Jim Williams, of the Chess & Wymond Company, stated that he does not look for any material improvement until spring. He finds the tight cooperage situation unusual, with manufacturers of kegs and barrels not inclined to contract for any length of time, because of the uncertainty of the raw material market.

J. N. White, of the Louisville Cooperage Company, stated that his company is operating on part time in the barrel and keg plant, but that its stock manufacturing plants in Eastern Kentucky and Louisiana are not turning a wheel, because of adverse weather conditions.

Apple Shippers Will Hold Convention in Louisville

An item of interest to manufacturers of slack cooperage and cooperage stock is the announcement that the International Apple Shippers' Association will hold its annual convention in Louisville some time in August.

Distillery Preparing to Operate

Announcement was recently made at Lexington, Kentucky, that the old Pepper Distillery, one of the famous old bourbon whiskey plants in Central Kentucky, would be remodeled and made ready for operation, pending developments in Washington with regard to production of medicinal whiskey.

Russian Staves in England Moving Slowly

The industrial depression, consequent to the long continued coal stoppage, has severely affected the demand for Russian oak staves used for the manufacture of beer barrels in Great Britain. It is said that the great amount of unemployment for the past six months has seriously curtailed the consumption of beer and, as a result, fewer barrels are needed for transportation and storage purposes.

Large stocks of these staves that are held in Great Britain, as well as on the Continent, are under heavy storage expense and it is felt in the stave trade in England that the owners may be compelled to liquidate them at the best price obtainable unless the demand improves in the near future.

American staves, not being used by the brewing industry in Great Britain, would, however, not be affected should this take place. Poland and Latvia, which manufacture staves similar to the Russian, would be the principal sufferers.

W. W. Cate

It was with deepest regret that THE JOURNAL received notice of the passing of W. W. Cate, Vice-President of the Cate-LaNieve Company, Memphis.

In the passing of Mr. Cate, which occurred on January 5th at his home in Jonesboro, Arkansas, another able member has been taken from the cooperage industry, and his death will be mourned by his many friends in the trade.

A native of Craighead County, Arkansas, having been born on the old Cate farm about one mile east of Jonesboro, Mr. Cate's life was one of success, both in a personal and a business way.

He was educated in the Jonesboro schools, and the St. Louis University Law School, from which he graduated. After practising law as a member of the firm of Cate, Hughes and Cate for several years, he was elected a member of the Arkansas legislature. Ten years later he was again sent to the legislature and was made Speaker of the House for two years.

In 1913, Mr. Cate retired from the practice of the law, and entered the cooperage business, forming a partnership with H. L. LaNieve in the Cate-LaNieve Company, Memphis, Tennessee, of which he was Vice-President until his death.

In addition he was also President of the American Trust Company of Jonesboro, a Director of the Sandusky Cooperage & Lumber Company of St. Louis, as well as a Director of other prominent business organizations.

Mr. Cate is survived by his wife and one son, William, aged 13, and his mother, Mrs. Virginia E. Cate.

To these, and to the Cate-LaNieve Company, THE JOURNAL extends its sincerest sympathy in the loss which has come to them.

New Orleans Permanent Exhibition as a Medium for Increasing Cooperage Trade with Latin-America

Every Facility at Hand for Effecting Commercial Transactions. Exhibition Offers Opportunity to Further Develop and Establish Profitable Markets for the Wooden Barrel

By DUNCAN CASSIDY, Publicity Director
New Orleans Permanent International Trade Exhibition

Since its inception on the first of last February, the question has been asked many times, "What is the New Orleans Permanent International Trade Exhibition, and how does it function in increasing the business of its clients?"

That is a fair question, the answer to which will undoubtedly prove of interest to the cooperage industry as well as other industries. Therefore, in a brief manner I will endeavor to outline the aims of the Permanent International Trade Exhibition for THE JOURNAL'S readers.

A Sales Room for the Products of the World

A combined show window and sales room for the raw and fabricated products of the world. That, briefly, is the New Orleans Permanent International Trade Exhibition which was opened last year under the auspices of the Federal Government, the New Orleans city government, the State government and New Orleans business men.

Since the primary object of the Exhibition is the stimulation of trade, especially with Latin-American countries, the enterprise holds interest for any nation, individual or firm which has raw or manufactured products to place on the markets of the world.

Promotes Good Feeling and Greater Economy in Trade Relations

A short explanation of the Exhibition's aims and scope will make clear its importance to the manufacturing interests of the United States. Herbert Hoover, Secretary of Commerce, with his usual crispness of phrase, has given in a message to the Exhibition's president, S. Odenheimer, a very good outline of the purpose:

"This is the first effort to set up such a mart on a large scale and on a permanent basis in the United States.

"While it may be something in the nature of an experiment it offers great possibilities of real accomplishment in the promotion of trade relations and the advancement of better understanding among people of various countries.

"The advantages to be gained from gathering together the merchants and manufacturers of different countries is not to be measured alone by the new business created. Beyond this there can be brought about a greater economy in doing business and an intimacy of contact that makes for good feeling.

"New Orleans is peculiarly well located for the development of this idea.

"With the improvement of the Mississippi Waterways with its laterals it becomes the focal point for the movement of trade between the great hinterland in the United States and the great hinterland in Latin-America."

As Secretary Hoover says, the New Orleans Exhibition is unique in the United States and differs even from the trade fairs which have flourished for centuries in Europe. Expositions commemorating some event in national history are well known in the United States, but this is the first permanent trade fair. It differs from its European prototypes in that it is open every day in the year instead of being seasonal and aims at the promotion of international good will.

Exhibition Has Won Favor of Business Public

Thus, it will be seen that the Exhibition is the most ambitious enterprise which has been undertaken by the revitalized South since its commercial and industrial awakening. The first most critical phase of its development is now completed. The New Orleans business public is thoroughly favorable to the enterprise and is determined to build upon the foundation just laid an imposing superstructure.

The initial financing was undertaken by New Orleans business men. The Exhibition is now self-sustaining, although $160,000 will be raised in order to give an impetus which will rapidly achieve the aims its founders have in view.

Exhibitors Almost Doubled in One Year

The Exhibition opened with 200 exhibitors. The number has increased to 350 with new prospects daily asking for information regarding space. Space covering two floors of the building has been contracted for, leaving four floors to be filled. In all there are 500,000 square feet of exhibit space in Army Supply Base No. 2 which was donated by the Federal Government for exhibition purposes. This structure, which is one of three situated at the junction of the Mississippi River and the Industrial Canal, was built at a cost of $5,000,000.

Every Facility for Transaction of Foreign Trade

There is no doubt but that the Exhibition can bring about a greater economy in doing business. When it has attained the maximum of development it will have samples of the world's principal raw and manufactured products concentrated in a relatively small area with sales forces, interpreters and every other facility for effecting commercial transactions. A buyer under such a convenient arrangement will be able in a few hours to transact business which would require weeks or months, if he were compelled to visit the source of supply. The overhead of distribution has become an important item in the ultimate cost of goods and the Exhibition's plan to reduce it has met with the hearty endorsement of business men generally.

The Exhibition a "Go-Between" That Builds Confidence Between Nations

One of the chief aims of the Exhibition is the increased intimacy of contact and good feeling between nations. Mutual misunderstanding long has existed among nations, especially with reference to the United States and the republics comprised in Latin-America. General C. H. Martin, commanding American troops in the Panama Canal zone, remarks on this ignorance in a letter to the Exhibition.

"In my opinion," he writes, "Central and South America are on the eve of developing their great potential riches. I came to Panama with great misgivings as to the climate and conditions. It is surprising to me how little is known, even among intelligent people, about this country, and it is organizations like yours which bring this knowledge to our people."

The Exhibition already is rendering valuable service in this respect. It is well equipped to act as interpreter of Latin-America to the nation's industries and to serve as an educational factor in the removal of misunderstanding and the correcting of misinformation.

Development of Cooperage Business in Latin-American Countries

With direct reference to the cooperage industry, the New Orleans Permanent International Exhibition offers a wonderful opportunity to develop and establish many profitable markets for the wooden barrel especially in the republics to the south.

Every one of the Latin-American countries is a user of wooden barrels in its various industries. There is not one of them that does not produce beers or some kind of alcoholic beverage for which barrels are needed; others produce and export certain kinds of fruits and vegetables that would necessitate a cheap, light barrel.

Representation for the wooden barrel in the New Orleans Permanent International Trade Exhibition would prove a great asset to the cooperage trade and such a step is well worthy of thought and consideration by members of that industry.

Reduced Exports of Cooperage to Spain

Writing from Madrid, Spain, Commercial Attache Charles H. Cunningham reports that Spanish imports of oak and chestnut staves for tight barrels were less in the first six months of 1926 than for the same period of 1925, decreasing from 17,660 to 15,941 metric tons. Receipts from the United States decreased proportionately, from 12,085 tons in 1925 to 9,704 tons in 1926 for the six months. Imports from Italy increased from 5,300 to 5,606 tons.

Imports of tight barrels and finished shooks and staves also decreased, comparative figures being 2,323 and 1,985 tons for the two periods. The decline in imports from the United States was heavy, being from 1,944 tons to 1,522 tons. The lead of the United States in this field is still considerable, however.

The United States supplied no part of Spanish imports of ordinary boxes and crates and slack cooperage, the greater part coming from Portugal and France, which supplied 969 tons and 399 tons, respectively, out of a total of 1,598 tons. Total imports for the first six months of 1925 were 2,187 tons. The decline in imports during the 1926 period is attributed to over-importation in 1925.

Paint, Oil and Varnish Conventions at Atlantic City, October 23rd

The joint conventions of the National Paint, Oil and Varnish Association and the American Paint and Varnish Manufacturers' Association will be held at the Hotel Ambassador, Atlantic City, the week of October 23, 1927.

General Andrews Estimates 10,000,000 Gallons Yearly as Medicinal Whiskey Need

Production of as much as 10,000,000 gallons of whiskey a year may be required of the proposed medicinal liquor corporation is the reported belief of Assistant Secretary Andrews.

The Government estimates that 3,000,000 gallons a year are now consumed.

4,500 Barrels of Dill Pickles From One Station

More than 4,500 barrels of dill pickles were put up at the Heinz salting station at Kewanna, Ind., last season. Forty-one car loads of pickles have been shipped and several large vats of pickles in brine still remain at the plant there, it is reported.

Creamery Company Improving Plant

The Charles City Creamery Company, Charles City, Iowa, owned and operated by H. C. Hanson and E. C. Sorenson are making extensive improvements on their building, which they expect to complete by April 1, 1927. About $20,000 are to be expended on the building and equipment.

Occupy New Butter Plant

At a cost of $12,000, a new brick, one story building, 40x70, has been recently completed and will be occupied by the Farmers' Co-operative Butter Factory, Cambridge, Neb., for the manufacture of butter.

Creamery Company Erects Addition

A new brick addition to the Barron Co-operative Creamery, Barron, Wis., has been completed to house the whole sweet milk and the milk powder departments.

Barrel Plant Destroyed by Fire

The plant and equipment of the Milwaukee Western Barrel Co., Milwaukee, Wis., was recently destroyed by fire.

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FOR SALE—The following used machinery. This machinery was used in our plant for the manufacture of beer cooperage.

2 Oram double heading jointers and boring machines.
3 Oram double stave jointers
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1 " crozer
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3 " hoop drivers
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1 " flaring and punching machine
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All of above machinery equipped for 1/8, 1/4, 1/2 and 1/1 barrels.

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REBUILT STAVE and HEADING MACHINERY

Two Greenwood heading turners.
One heading sawing machine.
One No. 4 stave cutter.

ROCHESTER BARREL MACHINE WORKS, Manufacturers of "Greenwood" Stave and Heading Machinery, Rochester, N. Y.

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FOR SALE—

1 Oram keg crozing machine
1 " keg power windlass
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1 " punching and riveting machine
1 " barrel crozing machine

Address "Machinery," care of "The National Coopers' Journal," Philadelphia, Pa.

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WANTED—30" and 36" by ¾" White Oak Oil Staves. February, March, April shipment. Address DALLAS COOPERAGE Co., Dallas, Texas.

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Twelve thousand select branded oak trees, twenty-four inches and up, in Eastern Kentucky. Address J. M. McLEMORE, Rose Hill, Va.

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FOR SALE — 4,000 chlorate kegs, size 12¼ x 17¾, single heads. Make offer. Address
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100 Bundles 2¼x10 Ga. Galv.
235 " 2 x11 " Black
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Ozark Company, Memphis, Tenn. 6
Sandusky Cooperage and Lumber Co., St. Louis, Mo. 25
Skuse's Cooperage, Rochester, N. Y. 25
Walsh Sons, Morris, Pittsburgh, Pa. 4

SLACK BARREL STOCK (Manufacturers or Dealers)

Henning, Inc., E., Chicago, Ill. 5
Ozark Company, Memphis, Tenn. ..... F. C.
Pennoyer Co., J. C., Chicago, Ill. 13
Shelley-Heins Cooperage Corp., 11 Broadway, New York, N. Y. 3
Southern Cooperage Co., New Orleans, La. 25
Struthers-Ziegler Cooperage Co., Detroit, Mich. 5
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 16
Wineman, Jr., Henry, Detroit, Mich. 6

SLACK COOPERAGE STOCK (Manufacturers and Dealers)

Bartlett, O. L., Mound City, Ill. 24
Colleton Mercantile & Mfg. Co., Ravenel, S. C. 5
Colwell Cooperage Co., New York, N. Y. 4
Fields-Latta Stave Co., Dyersburg, Tenn. 25
Gideon-Anderson Co., St. Louis, Mo. 4
Greif Bros. Cooperage Co., Cleveland, Ohio ..... F. C.
Henning, Inc., E., Chicago, Ill. 4
Jerry & Co., Stephen, Brooklyn, N. Y. 4
Mill Shoals Cooperage Co., St. Louis, Mo. 13
Ozark Company, Memphis, Tenn. ..... F. C.
Peel & Bro., J. M., Lake Village, Ark. 25
Pennoyer Co., J. C., Chicago, Ill. 13
Powell Cooperage Co., Memphis, Tenn. 5
Sheahan Co., B. C., Chicago, Ill. 25
Skuse's Cooperage, Rochester, N. Y. 25
Smith Lumber Co., W. T., Chapman, Ala. 16
Struthers-Ziegler Cooperage Co., Detroit, Mich. 5
Sutherland, Innes Co., Ltd., Chatham, Ont. 3
Trexler Cooperage Co., Allentown, Pa. 25
Tharp & Co., E., Norfolk, Va. 25
Vail Cooperage Co., Ft. Wayne, Ind. 24
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 16
Walsh Sons, Morris, Pittsburgh, Pa. 4
Wineman, Jr., Henry, Detroit, Mich. 6

STAVE AND HEADING MACHINERY

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Holmes Machinery Co., E. & B., Buffalo, N. Y. 2
Oram Co., The John S., Cleveland, Ohio 14-15
Rochester Barrel Machine Works, Rochester, N. Y. ..... B. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.

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Chickasaw Wood Products Co., Memphis, Tenn. 4
Hudson & Dugger Co., Inc., Memphis, Tenn. ..... F. C.
National Cooperage and Woodenware Co., Peoria, Ill. 3
Pekin Cooperage Co., 330 Spring St., New York, N. Y. 24
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 24
Sutherland, Innes Co., Ltd., Chatham, Ont. 24
Walsh Sons, Morris, Pittsburgh, Pa. 4
Welti & Bro., A. M., Cleveland, Ohio 24

TIGHT COOPERAGE STOCK (Manufacturers or Dealers)

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Coleman Co., Wm. H., Jackson, Tenn. 13
Colwell Cooperage Co., New York, N. Y. 4
Eckhardt & Lennon, Monroe, La. 25
Frazier Co., G. L., Memphis, Tenn. 16
Graham Stave & Heading Co., Jackson, Miss. 3
Harlan-Morris Mfg. Co., Jackson, Tenn. 24
Heinen Cooperage Co., The, Lake Providence, La. 25
Henning, Inc., E., Chicago, Ill. 4
Krafft Cooperage Co., St. Louis, Mo. 4
Ozark Stave Co., Chicago, Ill. 25
Pennoyer Co., J. C., Chicago, Ill. 13
Sheahan Co., B. C., Chicago, Ill. 25
Shelley-Heins Cooperage Corp., 11 Broadway, New York, N. Y. 3
Sigman, M. L., Monticello, Ark. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 24
Wilson Stave Co., W. W., North Little Rock, Ark. 25

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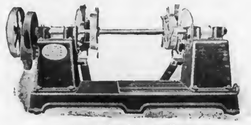

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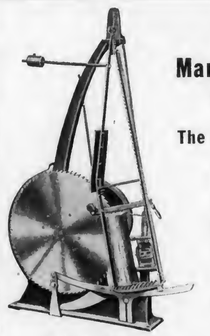

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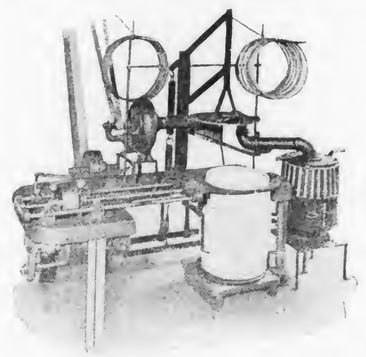

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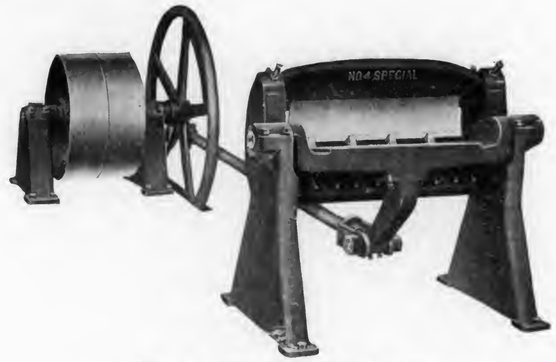

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The National COOPERS' JOURNAL

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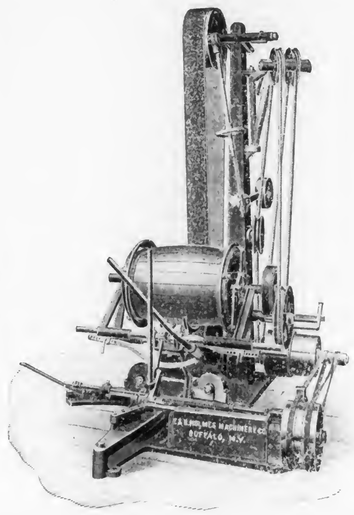

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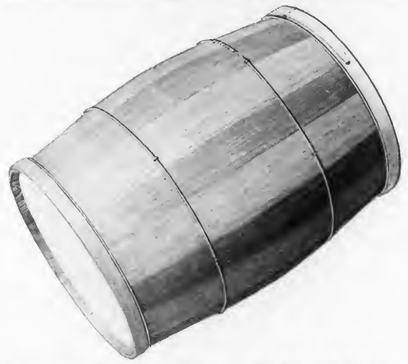

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PLAN now to make the Annual Convention of your trade Association your **most important appointment** for the month of May. Come yourself and bring a non-member with you.

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The National Coopers' Journal

FORTY-SECOND YEAR | Philadelphia, March, 1927 | $2.00 PER YEAR VOL. XLII, No. 11

Louisiana Produce Crops Will Exceed All Records

Acreage of Vegetables Grown in State Greater Than Ever Before—Prospects Augur Well for Wooden Barrel But Trade Extension Work a Prime Necessity to Combat Substitute Packages

The diversification of crops is steadily becoming more general in Louisiana. Every year the area planted in produce, ordinary garden vegetables, is enlarged, and it is believed that the amount of vegetables grown in this State will be larger this season than ever before. Although we have had a few heavy rains the weather throughout January and the first three weeks in February was extremely favorable to field work, and the work of gathering winter crops and planting spring crops has gone on steadily, and the prospects were never more bright for the Louisiana farmer.

Beets and carrots are now being gathered and shipped in large quantities, and this activity will probably continue until the middle of June. It is estimated that Louisiana's acreage in carrots has increased 53 per cent., and now amounts to 11,385 acres, while 5,790 acres are planted in beets.

Substitute Package Has Reduced Barrel Demand

Both beets and carrots were formerly regarded as exclusively barrel crops, and this great increase of acreage should indicate an immense increase in the demand for barrels, but, unfortunately, this is not the case, for many carrot shippers who formerly recognized no package but the barrel are now taking to substitute packages. Some are using bushel baskets, while others have taken to crates of what is known as the California style, one crate holding from four to five dozen bunches, with full tops. The coopers are still doing business with most of the shippers, but it is not enough to say that they are holding their own, and that the increased beet and carrot production accounts for the large use of other packages. Propagandists for other packages are always in the field, and it is only by a constant struggle that the cooper can maintain his standing in the market.

New Potato Crop Will Need Many Barrels

It is estimated that there are 21,860 acres in this State planted in potatoes. Old potatoes are shipped in sacks, or in bulk carlots, but new potatoes are, and should be, shipped in barrels, which is the only package that will protect the tender skins from injury. The value of the Louisiana potato is that it reaches the market much earlier than its northern rival, so the greater part of this immense crop will be shipped when young and tender, affording a great opportunity to the cooper, provided, of course, that he puts up a good fight for his rights, for even here he may expect keen competition from the makers of substitute packages.

Urgent Need for Barrel Propaganda in Produce Industry

The shallot crop, which was estimated at nearly 8,000 acres, has been mostly harvested, and it is estimated that only about 20 per cent. of it was shipped in barrels. This made some business, but was not a good showing.

The crop survey shows that the spinach crop amounts to over four thousand acres. This is a good crop, and in every way suitable for barrel shipments, and every man who has barrels to offer should be able to show that the barrel is the only possible package for spinach.

Beans for shipment green have not been planted, but from a pretty thorough canvass of the farming sections it is estimated that the area planted will amount to nearly ten thousand acres. Most of these beans will probably be shipped in baskets and hampers, but there is no good reason why some of them should not be shipped in barrels, letting the cooper get a share of the trade.

The part of the corn crop in this State that is intended to be shipped as roasting ears will probably amount to about nine thousand acres. This was formerly an exclusively barrel crop, but the hamper has made such inroads into the field that not as many roasting ear barrels will be called for this year as were used when the acreage given to this crop was much smaller.

Outside Competition From Substitute Packages Should be Strongly Contested

All that is said here about substitute packages is not meant as a wail of woe, and it is not intended to imply that the cooperage business has gone, or is going, to the dogs. It is only meant to call attention to the fact that the cooper's strongest competitor is not some brother who owns a rival shop, but is the maker of substitute packages. The cooperage business here is good, but with the increased production of vegetables that should be shipped in barrels it ought to be better.

Organized Effort is What the Cooperage Industry Needs

It is right, of course, for coopers to compete with each other for business, but they should show a united front against the makeshift substitutes that are invading their legitimate field. It is all very well for the individual cooper to go to the individual shipper and try to sell him barrels, but is there not something more comprehensive that could be done?

Opportunity to Boost the Wooden Barrel

The leading truck growers and shippers of this section have recently united in the newly organized South Louisiana Vegetable Shippers' Association, the purpose of which is to promote the raising of better vegetables, to systematize their grading and improve their shipping methods. The Louisiana State University and agricultural colleges also collect and give out information regarding crops, markets and shipping methods. As these institutions are working for the improvement of shipping methods, would it not be a good thing to bring the merits of the barrel to their attention and enlist their influence on the side of the better package by showing them the importance of making a barrel, of a specified capacity, the standard package?

The New Orleans Association of Commerce, through its agricultural and marketing expert, Mr. B. B. Jones, is doing a great work in the interest of the growing and shipping of vegetables. It would certainly be a good point gained if the facts could be so placed before this association that it would declare for the barrel as the standard package.

Cleanliness and Safety a Talking Point in Favor of the Wooden Barrel

In the past railroad freight agents have issued reports showing that losses through damage to vegetables in transit are much greater when substitute packages are used. Such figures should be called to the attention of all organizations that are working for the improvement of shipping methods.

Every board of health in the United States, and every person who is interested

in sanitary methods, should recognize the fact that the sack, whether made of jute or cotton, is a menace to the public health when used as a container for salt, sugar or flour. The contents of such sacks absorb moisture and become damaged, and the sugar and flour that sifts through the sacks onto the walls and floors of docks, warehouses and railroad cars becomes the breeding place for disease germs. When such sacks are lined with paper, or have inside paper bags they cease to sift, but they are not moisture proof, and are a general invitation to rats, mice and other vermin. The barrel as the universal food container is the best possible safeguard to the public health.

Buffalo Coopers Expect Decided Improvement in March

While there is no heavy demand for slack cooperage right now, nevertheless there is a call for export flour barrels, and it is expected that the cooperage trade in Buffalo will experience a decided improvement during March.

Flour Milling Industry of Buffalo Continues to Increase

Figures for the flour output here in 1926 showed a total of nearly 10,000,000 barrels, and it is likely that Buffalo will crowd Minneapolis hard within the next year or two. The new plant of the International Milling Company is well under way, and construction of the new Hecker-Jones-Jewell plant will begin very soon.

Firm Tone to Slack Stock Market

Prices of slack cooperage material are showing a firmer tendency, especially in hoops, which have advanced considerably during the past few weeks. The wet weather in the South has curtailed the output of many of the mills during the past month. Quotations as of February 21st are as follows:

5′ 6″ hoops	$17.25 to $17.50
6′ hoops	18.25 to 18.50
6′ 9″ hoops	19.75 to 20.00
No. 1, 28½″ gum mixed staves	17.00 to 17.50
No. 1, 30″ gum mixed staves	17.75 to 18.00
Mill-run, 28½″ cottonwood	13.25 to 13.50
Mill-run, 28½″ gum mixed	12.25 to 12.50
No. 1, 17⅛″ basswood heading	14½c to 15c
Mill-run, 17⅛″ h'd'w'd heading	10¾c to 11¼c
Mill-run, 17⅛″ pine heading	9¼c to 9½c

Fair Demand for Tight Cooperage

The tight cooperage trade is fair, but no great activity is shown. The demand covers various kinds of barrels, with oak being given the preference by most buyers. Good white oak barrels are quoted at $3 to $3.25 and there is said to be about the usual amount of competition. The situation is better than a year ago, when much price cutting was experienced.

Cold Pack Fruit Industry Still Growing

The cold packing of fruit continues to grow in western New York. A number of companies are engaging in this line of business, and the cooperage manufacturers can look for a steadily increasing demand for barrels from this source. The R. M. Messler Co., Gasport, N. Y., has leased a part of the plant formerly occupied by the Medena Case Furniture Co., at Medena, N. Y., and will prepare cherries by the cold pack process.

Briefs From the Buffalo Trade

The city charter revision commission of which Edward B. Holmes, president of the E. & B. Holmes Machinery Co., is a member is giving consideration to the division of the city into nine districts, which would choose members of the council under the proposed new charter. All would stand on an equal footing as to salary and powers, except a member at large who would be the council president. The commission has before it a plan for a city purchasing agent. It is expected that the commission's report will not be ready before April 15th, as it desires to give ample time for consideration of charter changes.

The Quaker City Cooperage Co. finds the demand less active than several weeks ago, with the export trade in flour not at all brisk.

The Buffalo Barrel & Keg Co. reports the tight barrel trade steady, with various lines of industry taking barrels.

Alfred M. Little, of the Niagara Cooperage Co., Lockport, N. Y., has had a fairly good business during the past month. He planned to take a trip to Florida again this winter, but some good orders came along and he decided to remain on the job.

Albert E. Smith, a cooper of Middleport, N. Y., was a caller on the trade here a few days ago.

Propose Rate Revision on Lumber and Lumber Products

The Southern Freight Association is considering a proposal to revise the rates on lumber and lumber articles from points in north Mississippi on and contiguous to the Columbus and Greenville Railroad to points on the Missouri River and north and west thereof. It is said that there are a great many differences in the rates via the Columbus and Greenville, Mobile and Ohio, Illinois Central and Y. & M. V. and the purpose of the proposal is to equalize the rates on the same basis on all lines. Shipments from Columbus, Greenwood, and Greenville, Miss., and intermediate towns will be affected. The Southern Hardwood Traffic Association, Memphis, Tenn., desires to hear from interested shippers with regard to such revision.

Cooperage Manufacturer Re-elected Mayor of Trenton, Ont.

W. A. Fraser, of the Trenton Cooperage Mills, Ltd., Trenton, Ont., was recently re-elected by acclamation as mayor of Trenton.

A Slight Increase in Forest Products Rates to Canada From Border to Destination

At a conference in Chicago, January 25th, attended by representatives of various associations, shippers and Canadian receivers, the question of increased rates on forest products was fully discussed and a decision reached whereby the rates from the Canadian border to delivery points in Ontario were increased one cent, and to points in Eastern Canada four and one-half cents per hundred pounds.

C. A. Brucker, traffic manager of The Associated Cooperage Industries of America, who attended the conference in behalf of the cooperage trade, writes THE JOURNAL as follows, covering the action of the conference:

"It was agreed by those present at the conference, that the chairman elected at this conference should steer the discussion with the carriers to the question of divisions between the interested lines and to stress the point that this was not a matter of increased rates. Although the representatives of the Central Freight Association, Southern Freight Association and Southwestern Lines specifically stated that it was not their desire at this time to increase their earnings on the traffic in question, the Canadian Lines, however, strongly insisted upon an increase in their portion of the haul, which naturally made an adjustment necessary.

"In view of the fact that no definite proposal had been made with respect to any specific adjustment other than the cancellation of the through rates, which would have meant an increase of 7 to 16 cents per 100 pounds, it was recommended that the conference be adjourned with the understanding that the carriers again convene January 26th, for the purpose of working out specific figures, and that these figures be presented for further discussion between shippers and receivers and representatives of the carriers.

"A committee of shippers and receivers was then appointed to handle the matter with the carriers for the entire group of shippers interested. A conference between the shippers' committee and carriers' committee was held January 26th at which a proposal was submitted by the carriers, agreeing not to cancel the through rates but to increase the rate to Toronto and points west thereof 2 cents per 100 pounds, and to points east of Toronto four and one-half cents per 100 pounds.

"The shippers' committee strenuously objected to this proposal and after some discussion a compromise was reached, whereby the rates to Toronto and points west were to be increased but one cent per 100 pounds, instead of two cents per 100 pounds and to points east of Toronto four and one-half cents per 100 pounds. It was understood, however, that this proposal was merely to serve as a basis of proposal, to be later placed on the public docket for further consideration."

Cooperage Trade in Louisville Shows Improvement

A Much Better Feeling Prevails Than That of Thirty Days Ago—Bank Clearings Speak Well for General Business—Prospect of Heavily Increased Vegetable Acreage

The demand for cooperage has shown some improvement in Louisville over the past thirty days, and the general outlook is said to be brighter than it has been. According to press reports from Washington it looks as though it may not be so very long before some private distilleries may resume operations in producing medicinal liquors under Federal supervision, which naturally would be very pleasing to local cooperage and tank concerns.

Louisville Bank Clearings Should Silence Pessimistic Muttering as to Future Prosperity

Although there is some discussion being heard, principally among pessimists regarding slow business over the winter season, such a condition is not borne out by the record of bank clearings in Louisville since the first of the year, coal consumption, or other barometers of industrial progress. General business conditions look promising. Fundamental conditions are good. The cooperage trade is affected more especially by crop conditions and while present indications as to crops do not mean anything, as it is too far to harvest, it is believed that acreage of vegetables of various kinds will be increased this season, with perhaps more cucumbers and pickles, tomatoes, etc.

It is easy to interest growers in Western Kentucky in most any crop other than dark tobacco today. That crop has lost most of its market, and can not be grown profitably. Some growers went to cotton and hit into bumper crops which killed prices, although production was good as to quality and quantity. The canning and packing interests are finding Western Kentucky growers willing to co-operate in dairy, canning, and other food product plants, and a little more of this thing should aid the cooperage industry eventually. A considerable number of canning plants have located in the State and more are in prospect.

Production of Medicinal Whiskey Would Materially Aid Louisville Cooperage Trade

There has not been much wood tank work about Louisville for several years. Brewers have had a surplus of tankage since prohibition, and distillers haven't done any repairing, with the result that such plants as are put in commission will need major repairs. It is not at all definite that any of the distilleries in this section will operate, but if they do it will mean considerable barrel and tank business.

Market Satisfactory to Those Having Material to Sell

The market and general demand for barrel and keg stock has been quite satisfactory to concerns having stock in hand to sell. It has not been so satisfactory, however, to those manufacturers who have to go into the market and buy material. All tight stock appears to be scarce, as a result of bad weather and poor producing conditions over much of the southern country.

Floods Recede and Plants Again Resume Operations

Flood conditions in the Ohio Valley are past for the time being, and production of material is again getting underway. Eastern Kentucky is not producing a great deal, however, as road and other conditions are still unfavorable. In the Delta district of Louisiana, and some other southern sections, production is increasing, but is not anything like good.

Notes of the Louisville Cooperage Trade

J. N. White, Louisville Cooperage Co., reported that there had been an excellent demand for tight cooperage stock, and at good prices, which were very firm. Speaking of the keg and barrel demand he said that the demand was somewhat slow as the present call is for stock and not for packages. Mr. White stated that his company's slack barrel department would be expanded this year, and a drive made for a larger volume of business.

The Chess & Wymond Co., Louisville, had a very excellent display of kegs, specialty containers, barrels, etc., at the annual meeting of the Kentucky Hardware and Implement Association, held in early February, at the Jefferson County armory. The association has nearly 600 members, and had about 300 registrations.

Cooperage Association Will Exhibit at Three Important Consumers' Conventions

The Missouri Egg and Poultry Shippers will hold their annual convention and exhibition at the Statler Hotel, St. Louis, Mo., March 7th and 8th. The Associated Cooperage Industries of America has engaged exhibit space for the display of various types of cooperage used in this trade, which will be in charge of the Secretary and Manager, C. G. Hirt. Space has also been engaged for the Twelfth Annual International Convention of Purchasing Agents at Grand Rapids, Mich., June 6th to 9th, and for the Eleventh Exposition of Chemical Industries, to be held at New York, N. Y., September 26th to October 1st.

Curtailed Production Will Keep Prices Firm

JACKSON, TENN., February 23, 1927.

EDITOR, THE JOURNAL:

In our particular section of the country we do not have any large streams, and in so far as floods are concerned, they have not done any excessive damage, as they are usually confined to rather limited territories. However, our operations have been curtailed and, in some instances stopped entirely on account of constant rains, which have made the ground unfit for hauling from both the low forests and hills.

I believe that production of bolts and staves at our country mills is less than 35 per cent. of normal, and this condition is likely to continue for the next thirty to sixty days. Let us hope it is for the best, as it will keep down excessive production. Our stock of staves and heading is lower than it has been in twenty years, and I believe that condition is true of most of the mills in West Tennessee, Arkansas, Mississippi and Louisiana. With this condition before us, I do not see why the prevailing prices should not continue during the year.

Yours very truly,

MACK MORRIS, Pres. and Gen'l Mgr.,
Harlan-Morris Mfg. Co.

Over-production Would Cause More Harm Than Recent Heavy Rains

MONTICELLO, ARK., February 24, 1927.

EDITOR, THE JOURNAL:

We have had and are having some very extreme weather conditions in the South as a whole. No excessive cold weather, but some of the wettest wet weather it has been my experience to witness.

The first two weeks of January had very good producing weather, and but for this no doubt there would have been some shortage in tight cooperage material available for spring business. As it is, unless we have more sunshine than is usual at this season of the year I am afraid good dry stock will become scarce, since most of the mills now are practically cleaned out, and since it takes at least three months air drying for oak at this season.

Due to so much rain operations in the woods are curtailed, and the mills that have been running have been operating on timber and material hauled in before the rains set in. Most of this timber is already exhausted, and by the time operations can be resumed the surplus of labor will have gone back to the farms.

I see no cause for alarm either from an acute shortage, or an over-production for the next six months, and if the demand stays anything like normal, business in our line will continue fair.

The greatest danger that confronts any of us at this stage is a condition that would create an over-production. We should guard against this as much as possible, especially since our costs are yet very high, and to over-produce costly material is expensive.

Yours very truly,

M. L. SIGMAN.

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DEVOTED TO THE COOPERAGE INDUSTRY

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M. E. DOANE
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The columns of THE NATIONAL COOPERS' JOURNAL are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

IMPORTANT ARTICLES IN THIS ISSUE

Editorials.
Wants in Cooperage Lines.
Simplified Practice As An Aid to Commerce and Industry.
I. C. C. Adopts Shipping Regulations Amendments.
The Netherlands a Prolific Market for Staves and Barrels.
Pine Conservation Urged.
Extensive Growth of Eastern Natural Forests.
Lard and Vegetable Oil Producers Consider Container Standardization.
Louisiana Produce Crops Will Exceed All Records.
Cooperage Trade in Louisville Shows Improvement.
Chemical Industries Exposition.
Increase in Forest Products Rates to Canadian Points.

Organized Effort the Compelling Force in Maintaining Present Consumer Purchasing Power

THE first call for the Twelfth Annual Convention of The Associated Cooperage Industries of America, at the Jefferson Hotel, St. Louis, May 9th, 10th, 11th, has been made, and it is believed that the coming Annual will surpass even the intensely interesting and valuable meeting held in Chicago, November last.

All who have broken to their use the pen of the Twentieth Century, the typewriter, well remember that wonder achieving exercise, "Now is the time for all good men to come to the aid of their party.' This familiar phrase is most applicable to our industry today, for now is certainly the time for every cooperage and cooperage stock man, to come to the aid of his trade.

It needs but the briefest survey to reveal the fact that the majority of our allied, as well as most of our competing industries, have strongly organized for the protection and promotion of their respective trades. Coming to the realization that to continue and progress, to advance and succeed, the individual must merge into a unit body covering the entire trade, these industries have welded their members into an organized associational campaign that has worked wonders in the extended use of the products manufactured.

Organization is the trade protecting and business winning power of today. Every industry that uses this power to its fullest extent cannot help but enjoy a healthy, safe, and prosperous business, in which every individual member will participate, and while the cooperage industry has at all times known what was wrong with their business, the trade, as a whole, has, as yet, failed to act co-operatively, steadily and persistently as an organized trade body to the end of protecting, bettering and advancing these same business interests.

"American Business must work toward a maintenance of present consumer purchasing power on the one hand, with constant effort toward low production cost and high quality of goods and service on the other." So said Mr. E. G. Grace, of the Bethlehem Steel Company, in a recent interview on business prosperity. And splendid advice it is, as analysis of the statement made will quickly prove, and since it is only by and through organized effort that the ideal business condition outlined by Mr. Grace can be attained and maintained, the reason for the intelligent trend toward thorough organization by leading industries can well be understood.

The individual manufacturer cannot maintain the present consumer purchasing power of himself—he must merge his efforts with others. Low production costs may be obtained by individual effort for the individual, but by co-operative working, low production costs for an entire industry are possible, and who can deny the advantages which such a condition would hold for all concerned.

Quality goods and Service are also individual business factors, and yet if applied to a whole trade, through properly adopted and enforced grade rules and specifications and standardized trade and business ethics, as the result of organized effort, where could there be found a greater power for continued trade success and business prosperity.

At this point, a brief mention of what the ice industry, the kraut and some other lines of manufacture have done through organized effort to meet the competition of substitutes, may prove both interesting and illuminating.

Today, ice manufacturers, hard pressed by producers of electric refrigeration units, and not proposing to give ground without a fight, have organized to protect their interests. The ice industry is getting ready to eliminate waste and obsolete methods, to reduce costs to the consumer by more efficient operation and distribution, and to initiate a more widespread advertising campaign.

The kraut manufacturers were faced with the trade destroying fact that the eating of kraut was regarded as too common a pleasure for refined people. No matter how well health-giving kraut was liked, many there were who did not dare, for the sake of their neighbors, let its fragrance be wafted from their kitchens. Through the efforts of the National Kraut Packers' Association to overcome this objection the sale of kraut has greatly increased, and is now offered for consumption in the best hotels and dining cars.

Ten years ago the limestone quarrymen of Indiana had a very limited market for their product. The Indiana Limestone Quarrymen's Association was formed, advertising was started, and a splendid market has been found for limestone.

What other industries have done and are doing in protecting the interests of their products the cooperage industry can do for the wooden barrel, with this wonderfully added advantage, that in the wooden barrel the cooperage trade possesses a business asset far surpassing in superiority, efficiency and far-reaching usefulness that of any other industry.

Failure to properly fight for the barrel's rightful interests has allowed the substitute package not only to gain a hearing, but to secure a run of trade in some lines which they would never have been able to approach had the cooperage industry been alive to its business interests.

Since the very first move toward organization in the cooperage industry, our trade has had worthy Associations, and there is sincere appreciation due every one of that rank and file of progressives that has kept the ball arolling.

In The Associated Cooperage Industries of America, the cooperage industry has a twelve-year-old organization of tremendous potential power, if the trade as a whole will only view the organization as it should be viewed, support it as it should be supported, and use it as it should be used.

By active membership in his trade Association the manufacturer is, in reality, supporting his own individual business, since the Association in its working along such lines as the correction of manufacturing ills, the solution of traffic problems, in its statistical service, its trade extension work, etc., does the work necessary to stabilizing trade conditions, while it protects and advances the best interests of the wooden barrel.

Organized effort wins big business returns, and as THE JOURNAL desires above all else that the industry it has served for so long shall enjoy just such returns, we say again let's get behind our trade Association, to the last single man and fight for the wooden barrel.

The Question of Safety and What it Means To Employes and Employers Alike

HOW safe are the workmen in your plant? That is a matter that should be of vital importance to every manufacturer of cooperage and cooperage stock, since injury to any one employe or group of employes, besides being a lamentable accident, may result in a heavy monetary loss to the employer.

That a large number of small shops, factories, and industrial establishments are making no effort to conserve the lives and limbs of their employes, is the belief expressed by W. Dean Keefer, of the National Safety Council.

This belief is based on a survey made by the Council's special investigators. Analysis of the reports received from 299 small plants in Michigan, Illinois, Indiana, Kentucky, Ohio and Rhode Island, would seem to indicate that the small plant pays very little attention to accident prevention. They confine their efforts merely to complying with the demands of the insurance companies and State officials, without realizing that injuries cause them about four times as much as they cause the insurance carriers.

To offset the loss and damage, not only to life and limb, but also to property, the National Safety Council is planning a campaign to interest particularly the small plants in organized accident prevention activities.

The object of the National Safety Council is a worthy one, and is deserving of every success possible, but it is only by the whole-hearted co-operation of manufacturers that this success can be achieved.

While money is not, nor should it be, the first consideration, yet it is a fact important to remember that one serious accident in a plant can eat up the entire profits of a year. Therefore, if there are any in the cooperage industry who have not heretofore given due and worthy attention to the prevention of accidents, it is sincerely hoped that such will interest themselves in the National Safety Council's campaign. Such attention will not only prove a safeguard to the lives of their employes, but a protection of their own interests as well.

Wants in Cooperage Lines

Louis Cote Reg'd, 83 Sault-au-Matelot Street, Quebec, Que., Canada, is in the market for a good used Oram hoop driver.

O'Hara Bros. Company, Inc., 22 Boston Fish Pier, Boston, Mass., wants fifty thousand second-hand herring barrels for mackerel. They must be in first-class condition, and subject to inspection.

Michael F. Driscoll, 17 Hopedale Street, Allston, Mass., wants 2,500 once-used mackerel or herring barrels. Have to be tight to hold water. Quote prices F. O. B. Boston.

Every Reason for Optimism in Cooperage Industry—C. M. Van Aken

The eastern cooperage business is starting off very well this year. Weather conditions in the South and West have been such as to retard manufacturing considerably, and bad weather at the consuming end has prevented a desire for any great quantity of anything. The mills have been able to ship a little and the customers have wanted a little. Many customers ordering a little and many mills shipping a little, has made a pretty fair volume of business and kept prices decidedly firm. An optimistic tendency prevails throughout the trade generally. In fact more optimism than one would reasonably expect after the disastrous prices of fruit and produce last year. I refer particularly to fruit and produce, because these are large consumers of cooperage material. The same optimism, however, prevails in other lines of business. People making barrels for promiscuous purposes have a feeling that the year's business will be good, thus prompting them to buy accordingly.

Within a month or so we can expect improved conditions at the mills and we can also expect increased demand at the consuming end. We are looking forward to these being sufficiently well balanced to retain the firm prices that are now prevailing, thus insuring a good business for some time to come.

Healthy Tone to British Matched Stock and Slack Barrel Markets—J. C. Tinkler

So far as the tight cooperage trade from America is concerned, we would not say that present conditions in Great Britain are very satisfactory.

The palm oil coopers are not at all busy, and of course, the whiskey trade is dull.

However, there is quite a healthy tone to the matched stock market, and inquiries are coming through more freely than for some time past.

Barrel heading and cut off staves are moving at a good pace, and replacements will be necessary in the near future.

The slack barrel market is quite good just now, with plenty of inquiries coming in. If prices of slack cooperage could only be stabilized, a greater volume of business could be done in this commodity than for many years.

Simplified Practice as an Aid in Solving the Problems of Commerce and Industry

An Economic Movement That Will Eliminate Waste, Decrease Production Costs and Enhance the Utility and Efficiency of Production

Welcomed by commerce and industry as one of the most significant economic and industrial movements of the day, approved in principle by labor, and carrying the endorsement of the consumer, simplified practice is being applied more and more each day to eliminate avoidable industrial waste growing out of the production of needless styles, types, and sizes of commonplace articles, according to a primer of simplified practice made public by the Department of Commerce.

The Aims of Simplified Practice Are Many

Simplified practice is defined in the primer as a collective action of producers, distributors and consumers, with the co-operation of the Division of Simplified Practice, Department of Commerce, to eliminate needless variety in sizes, dimensions, and types of commonplace articles to the end that production costs may be decreased while the utility and efficiency of production is enhanced.

Higher returns to the worker, savings to the consumer, greater productivity, enlarged general purchasing power, and more intelligent use of our natural resources resulting in benefits to the entire Nation are cited as some of the advantages to be gained through simplified practice.

How Simplified Practice Differs From Standardization

This simple and effective method of attacking waste differs from standardization in that it tends only to the elimination of odd sizes of products in small demand. It does not interfere with fashions or styles, nor does it extend to such fields as millinery, women's clothing, art goods or other articles which embodies individual creativeness. Simplified production processes are applicable to any field where the "curse of odd sizes" exists.

Much of the value of simplified practice depends upon the extent to which specialized mechanical processes enter into production. In some fields, large-scale manufacturing production can be developed while in other lines the large-scale methods are impracticable. However much the requirement of diversity may be, it is entirely possible that simplification of processes and machinery could be applied without the articles so produced meeting with any reproach of "standardized ugliness."

Individuality in Many Products is Useless

The co-operative trend of our times shows that there are many features in a large proportion of commonplace articles in which attempted individuality is superficial and useless, and stands in the way of their broader use. "For instance," the primer says, "20 years ago there were 180 different sizes and styles of electric lamp bases. The common base which is used today has been a factor in increasing the use of electricity for lighting purposes; yet there are other features of the electric lamp which retain their individuality."

No Competitive Advantage Gained by "Odd Sizes"

The history of the simplification movement is a record of constant abandonment of the fallacy that widely diverse or "odd sizes" tend to secure competitive advantages. The passing of this misconception had led to a point where today industries as a whole are very generally competing with other industries through simplification to broaden markets and induce the widest possible consumption of their respective products.

Simplification the Result of Co-operative Working

During the last quarter of a century, in the electrical, automotive, railway, and other industries, there has been given a potent demonstration that co-operation as to the essentials and noncompetitive items still leaves room for the development of individuality in other phases of the industry. As these examples have made their effect felt in their respective industries, and as other forms of co-operation brought about during the World War revealed their value, the trend toward simplification has come to the fore.

Savings Derived From Simplified Practice Are Well Into the Millions

Actual surveys of the benefits of simplified practice have brought estimates of savings in material, time, labor, and money which run high into the millions. Fully half of the industries which have adopted simplified practice find it difficult to interpret their benefits in terms of money as their efforts become lost in a maze of other factors.

Estimates of savings in money by some of the industries now producing on the simplified practice plan recorded in the primer are paving brick, $1,000,000; sheet steel, $2,400,000; steel reinforcing bars, $4,500,000; warehouse forms, $5,000,000; range boilers, $5,500,000; inquiry, purchase, order, and invoice forms, $15,000,000; and lumber, $200,000,000.

Milk bottles and caps, bed springs and mattresses, hotel chinaware, bed blankets, files and rasps, grocers' paper bags, checks and notes, woven wire fencing, metal lath, forged tools, brass lavatory and sink traps, steel lockers, cut tacks, sand lime brick, hollow building tile, and metal lath are some of the articles now being produced on the simplified practice plan.

Many Reasons for Need of Simplified Practice

The increasing rate of consumption of natural resources as a result of enlarged demand on the part of the public for improvements in the comforts of life; increased costs of raw materials, labor, production, and distribution; and the need for effective stabilization of the social structure are given as some of the reasons for simplified practice.

Increased Cost Factors That Can be Eliminated by Simplified Practice

Some of the factors contributing to the increased costs of production and distribution which can be eliminated through the adoption of simplified practice in production are enumerated as follows:

(1) Production of excessive varieties of items based on a desire to market novelties or other goods with an individualistic stamp.

(2) Large investments in special machinery, jigs, dies, templates, and other equipment, often accompanied by large stocks of raw materials and finished goods, which become slow-moving or obsolete and result in "freezing" of assets.

(3) Slowed-up production and purposeless motion, partly due to seasonal operation and to losses from changing machine adjustments or "machine set-ups" for variations.

(4) Competition with meaningless variations or substitutes, often causing a lack of interchangeability of parts and lack of uniformity in specifications, prevents practiced avoidance of waste by means of adequate control of stock and planned production.

(5) Lack of uniformity of packing, wasted shipping space, losses from misunderstandings between maker and user, lack of uniformity in business documentation, and handicapped fulfillment of orders.

Simplified Practice is Still in the Development Stages

On a national and collective scale, simplification is comparatively new, being developed in an original way during the World War to make available more raw materials and man power and to eliminate industrial waste.

At the request of American industry, still greater impetus was given to the movement by the organization of the Division of Sim-

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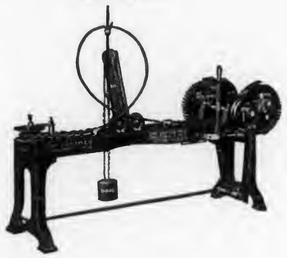

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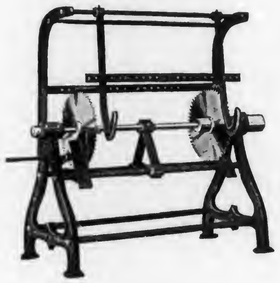

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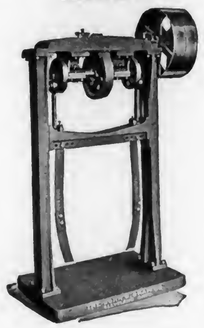

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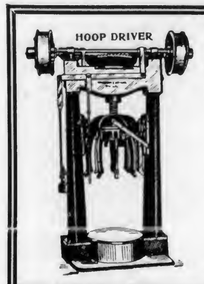

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BARREL WASHING MACHINE

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plified Practice in the Department of Commerce in December, 1921, to serve as a centralizing agency to co-operate with industry in obtaining the gains which demonstrations had shown were possible.

Interest in the Movement is World Wide

Interest in the movement is world-wide, but in the main the approach is for a reduction of variety through standardization rather than simplified practice. In Anglo-Saxon countries the relatively greater weight is put on specifications. In Continental Europe emphasis is put on dimensional standards. Germany now has more than 1,000 approved standards, while Austria, Switzerland, Holland, Czechoslovakia and Sweden are working along dimensional standardization, the primer states.

Commercial counselors, industrial experts, writers and others from foreign countries have studied the work of simplified practice in the United States and are calling upon the industries of their respective countries to follow our example.

Co-operation of Government Division Easily Obtained

A movement for simplified practice may be initiated as a result of a request by anyone concerned, indicating a need and desire for development of a simplification program. Other than those in the industry, its distributors or consumers, suggestions may come from chambers of commerce, trade associations, technical bodies, and others.

Sufficient interest having been indicated in the movement by the industry, the co-operation of trade associations and manufacturers is sought to make a survey of production, the variety, and demand, the results of which are later placed before a general conference of manufacturers, wholesalers, retailers and consumers for consideration.

Under the procedure of the Division of Simplified Practice, each simplified practice recommendation must be accepted by producers, distributors, and consumers representing 80 per cent. of the annual volume of the industry, it being believed that only such a proportion of acceptance will insure general application and adoption.

Acceptance of Recommendations in Hands of Groups Interested

The Division of Simplified Practice has no police power to enforce simplified practice recommendations nor does it desire any. The government offers its services merely as an effective agency in bringing together business groups on a neutral ground. The final recommendations as to the elimination of sizes, styles, and types of articles is the job of the industry itself and the adherence to such recommendations is left entirely to the business group interested.

A representative standing committee is appointed at the general conference to serve as a liason between the department and the industry, and upon this committee devolves the duties of promoting, encouraging and supporting the findings of the conferrees, as well as conducting annual resurveys to ascertain the degree of adherence and convene to effect revisions or reaffirmations.

[Note: Simplified practice recommendations have been proposed, approved and accepted by approximately sixty-five industrial groups under the auspices of the Division of Simplified Practice since the establishment of the division in December, 1921, and in a number of other groups the recommendations are in process of acceptance. Among the groups listed are competitors of the wooden barrel, namely, the steel drum and the wooden box.]

A Brief Story of a Wooden Barrel Consuming Industry

The wooden barrel is not the exclusive shipping package of the castor oil industry, as cases and steel drums are also used, nevertheless, we believe that the consumption of cooperage by that industry is of sufficient magnitude as to make the following brief story of the Castor Oil Trade of the United States, by Frank Messenger, Foodstuffs Division, Department of Commerce, of interest to cooperage manufacturers, outlining as it does, the extent of castor oil production, and the scope of the industry. Mr. Messenger's article appeared in a recent issue of *Commerce Reports:*

"There has been a considerable increase within the past decade in the consumption of vegetable oils. The substitution of these products for the more costly animal and mineral oils is increasing and new uses are being found for the vegetable oils themselves. One of the most outstanding examples is that of castor oil.

Cultivation of Castor Bean Dates From Ancient Period

Castor oil is obtained from the seeds of the castor oil plant (*Ricinus communis*), a member of the plant family Euphorbiaceae, which also includes many other species the seeds of which yield fatty oil. The castor plant has been cultivated since the most remote historic periods, having been known to the ancient Hebrews and Egyptians. In its natural habitat, the Tropics, this plant is a perennial varying in height from 12 to 40 feet; but in colder climates it rarely grows above 15 feet high and dies down annually with the approach of winter.

"Cultivation of the castor bean was an important part of the agricultural industry in the South prior to the advent of the cotton gin. However, in later years the production in the United States has been negligible, with the exception of an attempt to revive the industry during the World War.

Importation of Castor Beans Into the United States

"Practically all of the castor oil produced in the United States is from imported beans, the chief sources of which are India, Brazil, and China. The total quantity imported in 1926 was 100,908,000 pounds, but the details as to origin are not yet available.

"From the above it will readily be seen that the importation has almost doubled since 1920. There was a slight decrease from 1925 to 1926, which was due to the short crops both in India and in Brazil.

India Supplies Most of the World Trade in Castor Beans

"India has long controlled the bulk of the international trade in castor beans. Prior to the war, 95 per cent. of the beans on the markets of the world came from India. England and the United States take the greater part of the annual output of India, which is from 250,000 to 300,000 tons. The crop comes on the market during the month of March, and by the end of May most of the sales have been completed. Bombay is the principal shipping port for castor beans, with Madras ranking second.

"In the event that India's supply can not meet the demands of the American markets, South and Central America could be expected to supply all the castor beans needed by the United States. At the present time Brazil cultivates the largest acreage, and this production could be increased. The crop area in Argentina is between 7,000 and 10,000 acres. There is an extensive territory in that country well adapted to the cultivation of the castor bean. Venezuela, Mexico, Dominican Republic, Haiti, Costa Rica, and Nicaragua also present possibilities for development of castor-bean production.

United States Production and Consumption of Castor Oil

"The following table shows the production and consumption of oil in the United States for the years 1920 to 1925, inclusive. The United States exports no castor beans or oil:

Production and factory consumption of castor oil in the United States

Year	Production Pounds	Factory consumption Pounds
1920	24,187,085	6,527,908
1921	20,595,268	6,442,055
1922	31,486,885	12,075,138
1923	37,382,715	16,733,979
1924	37,433,650	14,813,229
1925	45,049,646	16,304,612

Source: Animal and Vegetable Fats and Oils, Bureau of Census.

Uses of Castor Oil in Industry

"While castor oil is widely known for its medicinal properties, its use is being constantly extended in a variety of industries.

"The dyeing industry makes use of sulphonated castor oil in producing the dye called Turkey red. In the manufacture of linoleum, castor oil is found to be of advantage in imparting flexibility and toughness to the fabric.

"The rubber industry utilizes castor oil in the manufacture of gas tubing, insulating tape, and packing sheets. The varnish industry has found that castor oil lessens the brittleness of their product and minimizes chipping and peeling.

"Other applications in industry are in the preparation of typewriter inks of great copying power; in the manufacture of fly paper, where the oil is used in combination with resin, glue, and other products; in the making of hard soap, also in soft soap for the textile industry."

The Netherlands as a Market for Barrels and Staves

Industries of Holland Consume Considerable Cooperage—German Markets Principal Source of Supply—Credit Terms a Factor in Securing Business of Dutch Coopers

Writing from Rotterdam, on the present barrel and stave demand in the Netherlands, Consul Edward A. Dow reports that there is a considerable market for new barrels and kegs in the Netherlands for products such as butter, margarine, lard, vegetable and mineral oils, fish, (especially herring), and liquor. The supply of made-up barrels has always been supplied principally by Dutch coopers who use foreign staves and headings, the origin of these depending upon the available supply and prevailing prices in the various producing countries. Germany's proximity to Holland permits Dutch importers or agents in staves and barrels to visit German centers in a short period of time and to choose personally the products they buy at the source of supply. The German market has always been and still is normally the principal source of barrels and staves used in Holland. Dutch coopers with the availability of sufficient skilled labor at comparatively low wages are able to make a high class of barrels made of American and other foreign staves and headings at a lower price than the completed barrels can be purchased abroad which, therefore, limits the demand for foreign completed barrels. Users even prefer Dutch-made barrels, claiming their superiority of manufacture. All of the large Dutch consumers have their own shops for constructing barrels to be used in the shipment of their products.

New Barrels Preferred to Recoopered Barrels

During the past two years, especially during 1925, a large number of used barrels were consumed, there having been then a plentiful supply of good, once or twice-used ones, which were worth reconditioning for further use. This supply has become nearly exhausted, now, however, and is no longer much of a factor in the market. At the same time users, through experience with used barrels, have come to realize the advantage of new containers, considering the relative life and difference in price of new and old barrels.

Credit Terms and Low Prices a Factor in Present Stave Trade

American staves enjoy an excellent reputation in Holland and barrel makers prefer them to other foreign staves. Such products from the United States, have, however, lost considerable ground during 1926 because of the inability of American exporters to quote prices competing with those quoted by German exporters. The latter also grant long-term credits, which are greatly desired by the Dutch stave buyers.

Import of Staves and Heading Decreased in 1926

Total imports of staves and headings during the first eleven months were slightly below corresponding figures for 1925, due to considerable supplies still on hand and to the increased cost of barrels and staves. Nearly all products shipped in barrels, however, increased in volume during 1926 as against the 1925 period. Imports of barrels and staves from Germany increased considerably during the first eleven months of 1926 as against the eleven month period of 1925, while those from other foreign countries fell off sharply.

Requirements of Holland Cooperage Market

Barrels for the storage and shipment of oils and liquors have a considerably greater demand in Holland than barrels for packing house products. The principal demand for American barrels of the former class is for those of red oak staves 34 by ¾ inches, kiln dried and jointed with heading 20½ by ¾ inches, kiln dried and circled. The price c. i. f., Rotterdam, for these should not exceed $2.10 per set (staves and headings). The same requirements pertain to white oak staves at $2.20 per set. They should be packed in bundles of 80/81 inches, and it is important that they be bound with strong wire.

Since agents and direct importers oppose the sale of staves by exporters direct to users, efforts should be made to deal only with established agents or recognized direct importers, which method, notwithstanding the fact that occasional purchases are made directly by users, would in the long run be the most feasible for exporters to follow.

Agents handle staves on a c. i. f. Rotterdam basis and payment is made upon presentation of draft with documents through local banks. Brokerage or a commission of 4 per cent. should be included in the prices quoted. Importers are requesting agents and are being granted, to an increasing extent, credit terms of from 30 to 90 days; 2 per cent. discount if a 30 days sight draft is honored upon presentation.

Imports of Staves and Barrels Into Holland During 1926

Increased purchases of staves and barrels by Dutch importers during the first eleven months of 1926 did not materialize as was expected due to increased activities as general economic conditions throughout the country improved. A total of 8,380 metric tons in weight of staves and heading was imported into the Netherlands during the period January-November inclusive, 1926, as compared with 9,965 tons in a like period of the previous year. Of the 1926 total 6,618 tons came from Germany and 990 tons from Poland and Danzig, while 4,630 tons were imported from Germany and 1,350 tons from Poland in the first eleven months of 1925. Only a small quantity of staves and headings came from the United States during the eleven month period of 1926 as compared with 3,169 tons in the same period of 1925. Imports of staves into the Netherlands during the years 1923, 1924 and 1925 amounted to 7,084 metric tons, 9,893 tons and 10,293 tons, respectively. The share of the United States in this trade advanced from 1,488 tons in 1924 to 3,248 tons in 1925, while imports of staves from Germany declined from 5,209 tons in 1924 to 4,821 metric tons in 1925.

Imports of new barrels into Holland totaled 1,049 metric tons valued at $156,780 during the first eleven months of 1926 as compared with 772 tons at $115,340 in a like period of 1925 (Florin converted at $0.402). Of the 1926 total, 737 tons came from Germany and 199 tons from Belgium.

Dutch Exports of Barrel Consuming Products

Total Dutch exports during the first eleven months of 1925 and 1926 included the following: 87,699 and 93,385 metric tons, respectively, of fish; 139,783 and 108,831 tons, respectively, of meats, meat products, lard, etc.; 187,285 and 214,344 tons, respectively, of vegetable oils; 21,458,000 and 23,136,000 liters of raw spirits; 10,581,000 and 10,098,000, respectively, of gin; 81,739 and 85,581 tons, respectively, of margarine and other artificial butter, and 36,999 and 41,862 tons, respectively, of butter.

No Duty on Barrels and Staves

The Dutch Government does not levy an import duty upon staves or barrels shipped into the Netherlands.

Mexican Consular Invoice and Fee Abolished and Equivalent Surcharge on Imports Established

In accordance with two decrees effective March 4th, the Mexican requirement for the presentation of a consular invoice and the payment of a visa fee of 5 per cent. of the value of the goods at point of exit from the exporting country, are abolished and a duty surcharge of 5 per cent. on the value of imported merchandise is substituted for the fee.

The new surcharge is to be paid in gold pesos to the Bank of Mexico or its correspondents, after custom house formalities are completed but before the clearance of the goods. The prices shown on the commercial invoices will be taken as the value on which the surcharge will be levied, provided that this value is no less than the minimum valuation established in the second decree for each item of the tariff.

Mexican treasury officials advise that further changes and explanations will be published before March 4th. The status of the commercial invoice has not yet been affected, but some change will probably be made before the decree becomes effective.

Pine Bluff Heading Company, Pine Bluff, Arkansas, has started work on a hardwood mill at West Pine Bluff.

Interstate Commerce Commission Adopts Amendments to Shipping Regulations

Changes Relating to Use of Wooden Barrel in Transportation of Explosives and Other Dangerous Articles Effective May 1, 1927—New Wooden-Stave Tank Specifications Effective July 1, 1927

At a session of the I. C. C. Division 5, held in Washington, D. C., January 22nd, in the matter of Regulations for the Transportation of Explosives and other Dangerous Articles (No. 3666), certain changes in these regulations were adopted to become effective, except as noted, on May 1, 1927.

The pamphlet containing the accepted amendments is now obtainable, and following are excerpts from the Commission's report, relating to the use of the wooden barrel and wooden tank, including approved amendment in specification 10-C, effective October last.

—

It appearing, That by order dated October 6, 1926, the Commission entered upon a hearing concerning the propriety of certain suggested amendments to its regulations for the transportation of explosives and other dangerous articles by freight and express.

It further appearing, That full investigation of the matters and things involved has been had and good cause therefor appearing:

It is ordered, That the aforesaid regulations as amended be, and they are hereby, further amended in the particulars hereinafter set forth, effective May 1, 1927, except as noted, to read:

Part I.

Dangerous Articles Other Than Explosives

Section 4—Group 2: Acceptable Articles—Label, Certificate, and other Exemptions

308. (*d*) Paint, varnish, shellac, lacquer, wood filler, or wood stain, in glass or earthenware vessels of 1-gallon capacity or less; or in metal cans, kits, pails, or wood jacketed cans, of 10 gallons capacity or less, packed in wooden boxes or barrels complying with specification No. 2, 11, or 19; or when these articles have flash point of 50° F. or higher and are packed in glass, earthenware, or metal vessels of 1-gallon capacity or less, and not exceeding 4 gallons to any outside container, which must comply with specification No. 41.

Section 5—

Preparation and Packing Dangerous Articles Other Than Explosives

400. (Effective April 1, 1927.) Barrels, drums, cylinders, boxes, cans, carboys, tanks to be mounted on or to form part of a car, and other containers used hereafter for the shipment of dangerous articles other than explosives must have been made and marked in accordance with the requirements of approved specifications as prescribed herein or of previous issues of these specifications effective at the date of manufacture of the container; the markings applied as prescribed by the specifications must be maintained in a legible condition: Provided, however, as follows:

(Subpars. (1) to (5)—no change.)

(6) (Effective May 1, 1927.) Outside containers authorized herein, except for shipments of inflammable liquids in inside containers of 1 quart or greater capacity or corrosive liquids in any quantity, except as otherwise specifically provided herein, may be tightly packed in boxes, barrels, or other outside containers, complying with carrier's governing tariffs, bearing prescribed name and label for the commodity transported and plain marking as follows: "Inside containers comply with I. C. C. specification No.—and are marked as prescribed."

(Subpars. (7) and (8)—no change.)

I. C. C. Barrel 10C

No. 10C.—Wooden barrels and kegs, authorized only for paints, varnishes, lacquers, and road asphalt, having flash point above 20° F., not over 55 gallons each.

Corrosive Liquids—White Label

529. (Effective July 1, 1927.) Hydrofluoric acid of not exceeding 30 per cent. strength, or hydrofluosilicic acid of all strengths, may also be shipped in lined hardwood barrels complying with specification No. 9, or in wooden tanks manufactured prior to July 1, 1927, and mounted on or forming part of a car; or in wooden tanks complying with specification No. 108 or 108A. All tanks must be lined with asphaltum or other suitable material which will remain in a viscous condition and not be subject to destruction by the lading. The vacant space in containers of these acids must be sufficient so that when raised to a uniform temperature of 130° F. the vapor pressure shall not exceed 6 pounds per square inch.

531. (Effective July 1, 1927.) Anhydrous liquid chlorides must be in well-stoppered earthenware or glass vessels of not more than 2 gallons capacity, packed in strong barrels complying with specification No. 11, or of not more than 3 gallons capacity, packed in wooden boxes complying with specification No. 2; shipments may also be made in standard carboys complying with specification No. 1, or in metal drums or barrels complying with specification No. 5A, or in tanks complying with specification No. 103 or 103A. The earthenware or glass vessels must be well cushioned by excelsior, hay, straw, or equivalent packing material, except that for phosphorus trichloride, phosphorus oxychloride, and chloride of sulphur the packing must be incombustible and of such nature that a mixture of the material with the packing will not cause fires or heating. Phosphorus trichloride and phosphorus oxychloride may also be shipped in metal jacketed lead carboys complying with specification No. 28. All containers must be absolutely dry before filling.

532. (First subpar.) (Effective July 1, 1927.) Hydrochloric (muriatic) acid when shipped must be in well-stoppered earthenware or glass vessels of not more than 2 gallons capacity, packed in strong barrels complying with specification No. 11, or of not more than 3 gallons capacity packed in wooden boxes complying with specification No. 2, in standard carboys complying with specification No. 1; in rubber-lined wooden barrels complying with specification No. 9, or in tanks complying with specification No. 103B, 108, or 108A; or in metal tanks mounted on or forming part of cars and authorized for the transportation of any dangerous article prior to July 1, 1927, when lined with rubber and in compliance with paragraphs 3, 4 (*b*), 10 (*b*), 12, 13, 16, 17, 20 (*c*), and 21 of specification 103B. The earthenware or glass vessels must be well cushioned with excelsior, hay, straw, or other equivalent packing material. Carboys containing chemically pure (water white) hydrochloric acid may be closed with glass stoppers, not ground in but sufficiently vented, and soft-rubber gaskets.

532. (Add third subpar.) Hydrochloric acid and hydrochloric acid mixtures may also be shipped in rubber-lined metal drums complying with specification 5D. Any rubber-lined drum that shows any evidence of damage must be tested before shipment in the manner prescribed in paragraph 1 (*f*) of specification No. 5D.

Poisonous Articles—No Label—Liquids

620. (*a*) (Last subpar.) (Effective July 1, 1927.) Aniline oil may also be shipped in tanks complying with specification No. 103 and paragraph 14 (*d*) thereof.

621. (*c*) All inside and outside containers must comply with the following specifications:

(Last subpar.) (Effective July 1, 1927.) Tanks complying with specification No. 103 and paragraph 14 (*d*) thereof.

Solids

622. (Last subpar.) Cyanides must be shipped in air-tight metal containers, except as provided in paragraph 308. Cyanides

may also be shipped in bulk in air-tight metal cars.

Inside Containers

623. Inside containers must be as follows:

(*c*) Paper bags. (See note 2.)

(Add to note 2.) Paper bags made of 5-ply, 60-pound, No. 1 Kraft paper stock and with satchel-pasted bottoms may be used as inside packages for contents weighing 25 pounds or less, provided the bags after filling and closing are capable of passing the drop test prescribed by paragraph 623 (*f*).

Outside Containers

624. Outside containers must comply with specifications as follows:

(*i*) (Effective July 1, 1927.) Tanks complying with specification No. 103 and paragraph 13 (*g*) and 14(*d*) thereof

(*l*) No. 11.—(Add, effective May 1, 1927.) Wooden barrel containing a securely closed metal drum of not less than 26 gauge, the space between metal drum and wooden barrel being filled with sawdust; authorized for phenol. Hoops of barrels must be of steel.

Part II.

Regulations for the Transportation of Explosives and Other Dangerous Articles by Express

Section 5—Packing Dangerous Articles Other Than Explosives

81. (*d*) (Add.) Outside containers authorized herein, except for shipments of inflammable liquids in inside containers of 1 quart or greater capacity or corrosive liquids in any quantity, and except as otherwise specifically provided herein, may be shipped when tightly packed in boxes, barrels, or other outside containers, complying with carriers' governing tariffs, bearing prescribed name and label for the commodity transported, and plain marking as follows: "Inside containers comply with I. C. C. specification No.—, and are marked as prescribed."

Inflammable Liquids—Red Label

93. (Add) Drugs, medicines or chemicals, liquids, with flash point not lower than 50° F., in addition to containers specified in paragraph 90, may also be shipped when packed in glass or earthenware vessels of 1-gallon capacity or less and in total quantity not exceeding 4 gallons to any outside container, which must comply with specification No. 41.

Inflammable Solids—Yellow Label

94A. (Add.) Bags, nitrate of soda, empty and unwashed, must be packed in wooden boxes or barrels complying with specification No. 19, 9, 10, or 11.

Part IV—Shipping Container Specifications

Shipping Container Specifications No. 10C, Wooden Barrels and Kegs (Tight)

Remodeled Containers. (Effective Oct. 1, 1926. Add par. 4 to specification 10C, p. 219 of bulletin, as amended; order of Sept. 23, 1926.)

4. Containers not manufactured under this specification but which when remodeled fully meet the requirements hereof are approved for use, provided that the pressure test and marking prescribed by paragraph 22 and 25 of shipping container specification No. 9 are applied by the remodeler of the containers, whose name, mark, or initials, with the month and year of remodeling, and "ICC-10C," must be shown on the containers in the manner authorized for the marking of containers manufactured under specification 10C.

Shipping Container Specification No. 108

Lined, Coated, or Treated Wooden-Stave Metal-Hooped Tanks for Mounting on or to Form Part of a Car

Approved, effective July 1, 1927

1. *Type.*—Tanks built under this specification may be cylindrical, elliptical, or rectangular in form with flat heads inserted inside the ends of the tank in rabbets or tied to the ends of the tank and to each other by rods on the outside of the tank, and must have at least one filling and discharge opening in the top of the tank which can be securely closed. The tank must have no bottom or side openings, but may be provided with a recess cut in the bottom of the inside of the tank not over 12 inches in diameter and 1 inch deep to form a well or sump to facilitate unloading.

2. *Bursting strength.*—Not specified.

3. *Material.*—All tank staves and heads must be made of a good grade of well-dried tank lumber of a minimum thickness of 3 inches, stock size, as free from shakes and knots as possible. Lumber used for closure of filling and discharge openings and tank covers may be of 2-inch stock size. Tank hoops and tie-rods must be made of suitable metal. Metal reinforcing rings on the heads when required must be made at least one-half inch thick.

4. *Thickness of material.*—Tank hoops and tie-rods must not be less than three-fourths inch in diameter. (See also par. 3.)

5. *Tank Heads.*—Tank heads must be made flat, of one or more thicknesses of lumber. Outside heads must be reinforced by flat or angle metal rings at least 3 inches wide and one-half inch thick and having an outside diameter not exceeding by more than twice the thickness of the ring that of the diameter of the outside heads, which must be made at least 6 inches larger in diameter than the outside diameter of the tank body. Rings and projection of the heads must be perforated to receive the tie-rods which extend from ring to ring, thus securing the outside heads to the tank. When tanks are mounted vertically on cars, the metal reinforcing rings of the outside heads may be omitted, in which case the upper end of the tank may be closed with a cover built up with the underside flat and constructed with wood top battens of at least 4 inches by 6 inches, stock size. The cover must be larger than the tank and have a projection over the side of the tank of at least 3 inches on all sides. The battens holding the cover planking together must extend beyond the tank in order to receive the holding-down bolts which secure the tank to the underframe of the car on which it is mounted. The cover may be provided with one manhole of suitable size to permit access to the interior of the tank. The manhole must be provided with a cover at least 2 inches thick built up in one piece with top battens, and must be securely fastened in place. The manhole cover must be provided with a filling and discharge opening, securely closed.

6. *Lining, coating, or treatment.*—The entire interior of the tank must be lined or coated or treated as follows:

(*a*) Lined with pure unvulcanized para or plantation stock rubber, free from adulterants or loading, at least one-sixteenth inch in thickness, or other approved rubber compound at least one-sixteenth inch in thickness, cemented directly to the lumber. The joints in the rubber lining must be made by either a butt joint with a cover strip or a lapweld, but in all cases the joints between rubber and rubber must be made by welding the layers together with a pressure roller. The joints in the rubber lining may also be vulcanized. Rubber cement used for applying the rubber lining must be made of the same stock as the rubber lining, and any coloring pigment used in this cement solution must not react with hydrochloric acid to form a gas.

(*b*) Coated with asphaltum, coal tar, pitch, or other suitable material which will remain in plastic condition and not be subject to destruction by the lading.

(*c*) Treated with a material suitable for withstanding the action of the acid.

7. *Painting.*—All outside wood and metal parts of the tank must be painted with an acid-resisting paint or with hot applications of pitch to fill in all crevices.

8. *Joints.*—Joints between outside heads and ends of staves of tank and between filling and discharge openings and their covers must be made tight against leakage by the use of soft-rubber gaskets or by the cementing together of the lining of the tank and the lining of the heads. Joints between staves may be calked, if necessary, with the same material with which the tank is lined, coated or treated.

9. *Plugs for openings.*—Filling and discharge openings when not closed with a cover may be closed by a plug tapered to fit the opening, and the top diameter of the plugs must be at least 1 inch larger than the top diameter of openings. Plugs must be securely fastened in position, but need not be pressure tight.

10. *Tests of tanks.*—Before a completed tank is placed in service there must be tightly inserted into or attached to the filling opening a pipe of such a length that a hydrostatic head of at least 3 feet above the top of the interior of the tank is established by filling the tank and pipe with water having a temperature not exceeding 100° F. Tank must hold the water for not less than 30 minutes without leak or evidence of distress.

11. *Marking.*—Each tank must be marked as follows:

(*a*) ICC-108 stamped plainly and permanently into the lumber near the center of one outside head of the tank in letters and figures at least three-eighths inch high cut out of at least 4-pound sheet lead.

(*b*) Initials of manufacturer and date of original test of tank in letters and figures not less than three-eighths inch high stamped plainly and permanently into the lumber of the tank near the stamped mark specified in paragraph 11 (*a*).

(*c*) *"Rubber-lined tank—Pressure test not required," or "Coated tank—Pressure test not required," or "Treated tank—Pressure test not required"* stenciled on the tank near the stenciled mark specified in paragraph 11 (*a*).

12. *Reports.*—The builder of the car on which the tanks are mounted must furnish to the car owner, to the chief inspector, Bureau of Explosives, and to the secretary, mechanical division, American Railway Association, before the car is placed in service, a report certifying that the tank and its equipment complies with all of the requirements of this specification, including passing of tests and markings. In case of extensive alterations or rebuilding of the tank, a similar report must be rendered to the same parties.

A Record of the Ever-Progressing Southern States for 1926

Some interesting and instructive figures pertaining to the amount of industrial and other construction in the Southern States during 1926 have recently been compiled by a well-known building financing concern in Atlanta. The survey shows that the lumber and woodworking industries enjoyed one of their biggest years so far as the growth and development of the industry may be concerned, with the lead taken by the furniture industry in North Carolina in number of new plants constructed during the year and amount of money invested in such expansion.

Including all branches of the forest products industries, lumber and sawmills, furniture plants, cooperage and box plants, millwork plants, etc., there was a total of about 900 projects in the South during 1926, which includes new construction of any important type either by existing or newly formed companies, and also includes the number of new companies incorporated in these fields. In construction alone the total was perhaps in the neighborhood of 300 or more projects, entailing an investment in all amounting to several million dollars, and making 1926 one of the largest, if not the largest, year in the history of the South in this respect.

J. T. Kairns, Marshall, Ark., has completed plans for the installation of a stave mill at Little Rock, Ark.

Extensive Growth of Eastern National Forests

The report of the National Forest Reservation Commission to Congress now available for distribution shows that in the 16 years' duration of this work a total of 2,772,965 acres have been authorized for purchase by this commission for eastern National Forests distributed as follows:

State	*Acres*
Alabama	92,945
Arkansas	98,668
Georgia	201,300
Maine	32,892
Michigan	50,080
New Hampshire	431,846
North Carolina	378,366
Pennsylvania	243,986
South Carolina	41,738
Tennessee	373,528
Virginia	585,796
West Virginia	241,820
Total	2,772,965

To Establish National Forests in Atlantic Coast States

During the past year the work under an appropriation of one million dollars has progressed without any material change in policy. A matter of significance is the extension of the purchase work to the Lake States where 50,000 acres are being acquired. The plans of the commission call for the establishment of a series of National Forests not only within the Lake States but within the Coastal Plain region of the Atlantic States. These sites are not only being selected for timber production but are being located within the most important types of forests for demonstrational purposes. The report stresses the fact that there is urgent need for aggressive leadership in Forest Management in these regions, particularly in the Southern Pine Belt. It is desirable to determine the preferable methods of cutting timber for sawmill purposes and for pulpwood, the most advantageous practice in turpentining, and the effective methods of protection against fire. These will be important supplemental functions of National Forests in these regions.

Attention is called to the progress in administration on the purchased lands. The area annually burned over diminishes from year to year as the protective system develops.

Revenue Derived From National Forests

During the fiscal year 1926 these forests yielded a gross revenue of $123,696, this amount being less, however, than the returns for the two preceding years. Twenty-five per cent. of these receipts go to the counties for roads and schools. Since the majority of the lands had been cut over when acquired it has been necessary to dispose of the large amount of comparatively low-grade timber, and practically all the timber which is being sold is cut to improve the forests. Only a limited amount of timber of high grade is being sold at present. This accounts for the low receipts.

Will Acquire Over Two Million Acres in Lake and Southern States

The purchase program in the Lake States looks forward to the acquisition of about two and one-half million acres, and the objective in the Southern Pine region is for an equal area. This is in addition to the completion of the established units in the White Mountains, Appalachians, and Ozarks. It is the view of the commission that the appropriation of one million dollars is inadequate to purchase National Forest lands on a scale commensurate with the forest needs of the Eastern States, and the commission urges that an appropriation of three million dollars a year be made. Copies of the commission's report can be secured by addressing the Secretary, National Forest Reservation Commission, Washington, D. C.

Valuable Information for Rosin and Turpentine Barrel Trade

The Bureau of Chemistry, Washington, in connection with its work of enforcing the Federal Naval Stores Act has issued a card on which is printed information of value to producers, dealers and consumers of turpentine and rosin, and to manufacturers of naval stores cooperage as well.

The card which is of convenient size for hanging up, contains the U. S. Government master specification for gum spirits and steam distilled wood turpentine and the A. S. T. M. specifications for Destructively Distilled Wood Turpentine. Other information has to do with How to order, How to keep, Dirty Tanks, Barrels and Outage.

Copies of the card may be had by addressing a request to Naval Stores Investigations Bureau of Chemistry, U. S. Dept. of Agriculture, Washington, D. C.

Pine Products Company Plans Large Expansion Program

An expansion program to represent an expenditure of not less than $400,000 and to include the erection of additional buildings, new equipment and general improvements, has been decided upon by the Newport Company, Pensacola, Fla. Additional retorts will be installed, and it is asserted a 50 per cent. increase in output, and also a material increase in payrolls, are to result when the work has been completed. The company manufactures pine products, and extracts from pine a variety of commodities. Pine tar, turpentine and rosin are the principal extracts, but a chemical department looks after other products, the basic manufacture of which comes from the pine.

Purchases Additional Equipment

The Carlton Cooperage Co., Carlton, Ore., has added about $1,000 worth of machinery to its present equipment.

What Barrel Using Industries Are Doing

Wooden Barrel Conspicuous as Shipping Package in New York State Bids for Road Materials

An advance list of the bids which will be opened by the Division of Standards and Purchase, for the State of New York, at Albany, N. Y., March 11th, calls for millions of gallons of road materials to be shipped in wooden barrels.

Among these bids are the following:

B. M. Contract No. 3 Bituminous material "A" penetration method, 186,000 gallons in tank car lots and 1,527,000 barrels in car lots to be distributed among 189 delivery points.

B. M. Contract No. 5 Bituminous material "A" emulsion, 982,000 gallons in barrels in car lots to be delivered at 155 specified stations.

B. M. Contract No. 10. Bituminous material "T" penetration, 8,000 gallons in tank car lots, 23,000 gallons in barrels in car lots, 2,000 gallons in barrels l.c.l., to be delivered at Evans Mills, Redwood, Watertown and Utica and any railroad station on Division No. 2 of the highway system.

B. M. Contract No. 11. Bituminous material "T" penetration, 54,000 gallons in tank car lots, 30,000 gallons in barrels, car lots, to be delivered at seven stations.

B. M. Contract No. 12. "T" cold application and "T" hot application, 30,000 gallons cold application in tank car lots and 24,000 barrels cold application in barrels in car lots to nine stations.

B. M. Contract No. 14. "T" cold application and "T" hot application, 1,081,929 gallons cold application in tank car lots to 77 stations; 15,000 gallons cold application, barrels, car lots to three stations; 40,000 gallons hot tank car lots to four stations.

These materials are for use at various points in the State by the State Department of Public Works, Division of Highways, in the maintenance and repair of improved State and county highways throughout the State.

Powdered Milk Factory May be Established at Boise, Idaho

The possibility of the establishment in Boise of a powdered milk factory which would increase the return to the farmers of Ada County $200,000 for their milk, was discussed before a recent joint meeting of the board of directors of the Boise Chamber of Commerce and the industries committee of the chamber. The plan as outlined by O. O. Haga, chairman of the industries committee, provides for an arrangement between the Intermountain Creameries Co. and Boise business men, whereby the building formerly used by the Boise Co-operative Creamery Co. would house the factory. The Intermountain Creamery Co. is the holding company for all co-operative creameries in this section and was represented by J. H. Wagner, its manager. The company is willing to put $20,000 into the project, if a similar amount can be subscribed by Boise business men. A. W. B. Kjosness, commissioner of agriculture, reported that members of the Boise Co-operative Creamery have indicated their willingness to sign up their production of whole milk for a period of three years. The plant will have a capacity of 50,000 pounds of milk daily.

Lard and Vegetable Oil Producers Consider Standardization of Containers

Possibility of applying simplification practices to the packing of lard and vegetable oil shortening was discussed by representatives of the Institute of American Meat Packers and the Refiners' Division of the Interstate Cotton Seed Crushers' Association at a recent meeting arranged by the Division of Simplified Practice of the Department of Commerce.

A tentative simplified list was proposed as a result of the study of both associations and the committee will report back to their respective associations.

It is expected that a definite list of standard containers will soon be recommended to be presented to a general conference for adoption by manufacturers, distributors and consumers.

Leases Large Naval Stores Tract

Bruce Douglas, Homerville, Ga., has completed a deal with W. O. Campbell of De Funiak Springs, Fla., for the lease of about 6,000 acres of land in the Mud Creek district in Lanier county, Ga. The lease is to run for seven years and the consideration is reported to be $40,000. The lease is for turpentining purposes together with the houses and farms located on the property, also a grist mill and a cotton gin. Mr. Douglas recently bought out the late R. G. Dickerson's holdings in Lanier county and has acquired several tracts adjacent to these holdings.

Barreled Apple Exports Show Large Increase

For the week ending February 12th exports of apples from the United States and Canada totaled 202,618 barrels and 109,096 boxes as against 76,930 barrels and 142,562 boxes for the corresponding week last year, according to the weekly report issued by the International Apple Shippers' Association. Exports to date total 4,111,969 barrels and 6,029,216 boxes compared with 2,492,428 barrels and 4,152,320 boxes to the corresponding date last year.

Chemical Industries Exposition in New York City, September 26, to October 1, 1927

The coming eleventh annual exposition of Chemical Industries to be held in Grand Central Palace, New York City, September 26th to October 1, 1927, inclusive, is one of the outstanding features of industry for this year. Plans are progressing rapidly and the indications are that many new and interesting features will be exhibited.

Prominent among the features will be: The southern section by States and railroads, showing the raw materials and opportunities of the Southern States; the Canadian section by provinces and railroads to show the raw materials of Canada suitable for industrial development; the container section, exhibiting containers used in industry with the machinery for packaging, bottling, and labeling; and a laboratory supply and equipment section. The sectional exhibits will be supplemented by displays of chemical products, machinery used in manufacture and development, dyes and fine chemicals, as well as instruments of precision, unit processes developed and in operation.

New Firm Takes Over Fruit Packing Corporation

The Cuyler Packing Corporation at Model City, Niagara County, N. Y., has been purchased by Charles H. Tugwell and Glenn S. Wiseman, of the Niagara County Preserving Corporation. The new firm will be known as Tugwell & Wiseman and is incorporated for $100,000. The plant is equipped for handling all kinds of fruits and vegetables. It has a 30,000-barrel cold storage. The new firm will use large quantities of cherries and other fruits and will cold pack them in barrels and thirty-pound tins.

To Enlarge Condensed and Powdered Milk Plant

According to reports the condensery plant at West Plains, Mo., is soon to be enlarged. Plans are being made for the expenditure of $75,000 to $100,000 on the plant of the Ozark Dairy Products Co. It is planned to add another story to the present plant and build an addition for the milk drying plant it is proposed to install. The new machinery will cost around $41,000.

Milk Products Company Erecting New Condensery

The Golden Key Milk Products Corp., Mayfield, Ky., has started the construction of a $60,000 condensery.

Production of Cooperage Stock in 1925 as Compiled by the Bureau of the Census

The Department of Commerce announces that, according to data collected at the biennial census of manufactures taken in 1926, the production of tight and slack cooperage stock in the United States in 1925, in comparison with 1923, the last preceding census year, was as follows: Tight staves: 1925, 240,023 thousands; 1923, 222,507 thousands. Tight heading: 1925, 23,052 thousand sets; 1923, 19,342 thousand sets. Slack staves: 1925, 937,597 thousands; 1923, 893,682 thousands. Slack heading: 1925, 71,371 thousand sets; 1923, 80,477 thousand sets. Hoops: 1925, 149,167 thousands; 1923, 153,954 thousands.

The statistics for 1925, as presented herewith, are preliminary and subject to such correction as may be found necessary upon further examination of the returns.

PRODUCTION OF COOPERAGE STOCK 1925 AND 1923

Class	1925	1923	Per cent. of increase or decrease (*)
Tight stock:			
Staves (1000 pieces)....	240,023	222,507	7.9
Heading (1000 sets)....	23,052	19,342	19.2
Slack stock:			
Staves (1000 pieces)....	937,597	893,682	4.9
Heading (1000 sets)....	71,371	80,477	*11.3
Hoops (1000 pieces)....	149,167	153,954	*3.1

Statistics compiled by the Bureau of the Census, Department of Commerce, in co-operation with the Forest Service, Department of Agriculture.

Does the Wooden Box Compete With the Wooden Barrel?

At a meeting of the New Brunswick Fruit Growers' Association, at Fredericton, N. B., the members were urged to pack their apples in boxes. John Lawlor, British Columbia apple grading and packing expert, endeavored to impress this method on the members who attended the meeting. His slogan is "Put your goods up right and you'll sell them."

The W. L. Brown Co., of Alexandria, La., is constructing a hardwood stave mill at Leesville, La. The new plant will cost approximately $100,000. About 150 men will be employed by the company.

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One heading sawing machine.
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FOR SALE — 4,000 chlorate kegs, size 12¼ x 17¾, single heads. Make offer. Address WUELFING COOPERAGE CO. Bound Brook, N. J.

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National Cooperage and Woodenware Co., Peoria, Ill. 5
Pekin Cooperage Co., 330 Spring St., New York, N. Y. 24
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 24
Sutherland, Innes Co., Ltd., Chatham, Ont. 23
Walsh Sons, Morris, Pittsburgh, Pa. 4
Welti & Bro., A. M., Cleveland, Ohio 23

TIGHT COOPERAGE STOCK (Manufacturers or Dealers)

Cleveland Stave Co., DeValls Bluff, Miss. 25
Coleman Co., Wm. H., Jackson, Tenn. 16
Colwell Cooperage Co., New York, N. Y. 4
Eckhardt & Lennon, Monroe, La. 25
Graham Stave & Heading Co., Jackson, Miss. 5
Harlan-Morris Mfg. Co., Jackson, Tenn. 24
Hennen Cooperage Co., The, Lake Providence, La. 25
Henning, Inc., E., Chicago, Ill. 4
Krafft Cooperage Co., St. Louis, Mo. 24
Ozark Stave Co., Chicago, Ill. 25
Pennoyer Co., J. C., Chicago, Ill. ..... *
Sheahan Co., B. C., Chicago, Ill. 25
Shelley-Heins Cooperage Corp., 11 Broadway, New York, N. Y. 5
Sigman, M. L., Monticello, Ark. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 23
Wilson Stave Co., W. W., North Little Rock, Ark. 25

TIGHT STAVE MANUFACTURERS

Adams, G. F., Ruston, La. 4
Eckhardt & Lennon, Monroe, La. 25
Henning, Inc., E., Chicago, Ill. 4
Sigman, M. L., Monticello, Ark. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 23
Wilson Stave Co., W. W., North Little Rock, Ark. 25

GREIF BROS. COOPERAGE COMPANY

STAVES
HOOPS
HEADING

SLACK

Thirty years of Quality production is the foundation upon which our leadership in the trade is based. Our equipment, technical knowledge and experience are placed at your disposal.

Enormous Factory Capacity
Huge Timber Holdings
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Cars Straight, Matched or Mixed

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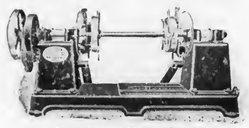
ROSIN BARREL STAVE CROZER

The only machine on the market that will automatically equalize, chamfer, howell and croze both ends of rosin barrel staves at one operation.

Furnished complete with chain feeder, chain discharge and countershaft.



Automatic Stave Crozer

Why not line up with other progressive stave makers and install a Gerlach Crozer?

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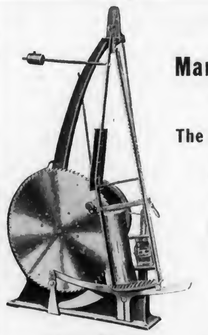
THERE IS A REASON
WRITE AND LET US EXPLAIN WHY

THE GERLACH COMPANY
1708 Columbus Road
CLEVELAND OHIO



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Jumbo Heading
Sawing Machine

TREVOR
Manufacturing Company
LOCKPORT, N. Y.

The Latest Improved Machinery
for

Barrels Kegs
Staves Pails
Heading Drums
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Complete plants
from the log to the barrel

NEW
"TREVOR"

Sixty-Inch
Steel Wheel
Heading
Jointer

Send for
Catalogue
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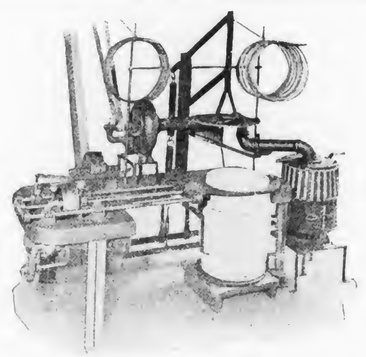
Prices



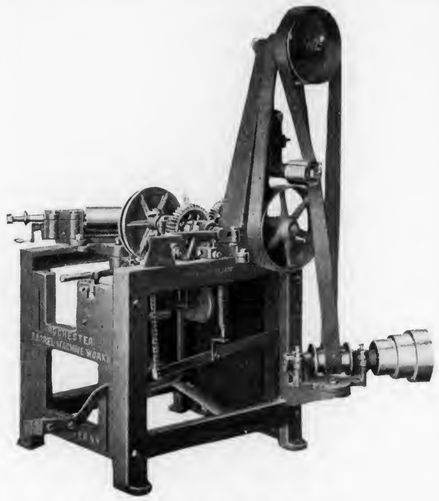
The highest point in machine efficiency is the

"Perfection" Heading-up Machine

for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

Are You Using a "Perfection?"

MARTEN, GRAHN & ANDRESEN
Twenty-second and Illinois Streets : SAN FRANCISCO, CAL.



No. 5 Heading Turner

No. 5 HEADING TURNER showing new belt feed arrangement, dispensing with worm, worm wheel and bevel gears.

This Turner is designed for Circling Slack Keg Heading, Barrel Heading and Square Edge Covers.

We manufacture a full line of Slack Stave and Heading Machinery.

No. 4 Special Stave Cutter

A new design machine of extremely strong and rigid construction especially adapted for cutting hardwood staves. Write for particulars

We manufacture a full line of Slack Stave and Heading Machinery

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ROCHESTER BARREL MACHINE WORKS

Successor to JOHN GREENWOOD

ROCHESTER -:- NEW YORK

The National COOPERS' JOURNAL

DEVOTED TO THE COOPERAGE INDUSTRY

A paper of great value to all stave, hoop, heading and liner manufacturers; to all makers and users of barrels, kegs, casks, tubs, pails, machinery and mill supplies.

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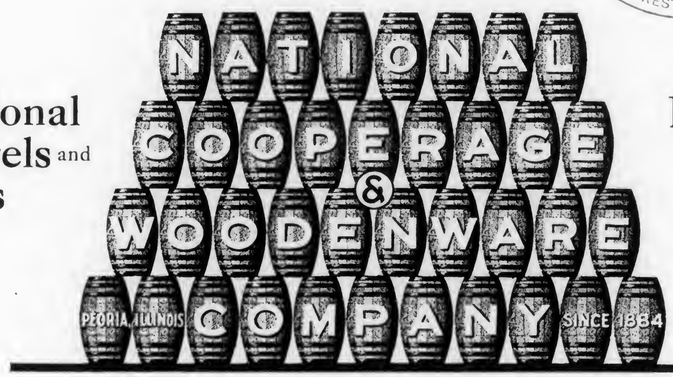
National Barrels and Kegs



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The Best Life Insurance For

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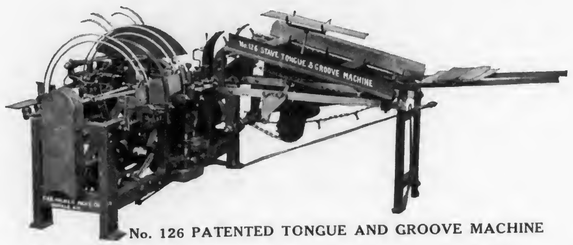

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Largest Exclusive Coopers' Tool Supply House in the World

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WHEN it comes to coopers' tools and supplies "Hynson" stands second to none. We manufacture our products and are always stocked to handle orders promptly and satisfactorily. There is nothing the barrel maker needs that we can not supply. Place your orders with us now.

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Promptness is our Motto

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WARRIOR HEADS

means PINE HEADING properly made from Southern Pine by men who know how

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Any size Heading from 12 inches to 24 inches

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Orders for Straight or Mixed Cars can be handled efficiently and quickly, as we can assemble at advantageous points
THE GIDEON - ANDERSON CO.
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Manufacturer
HIGHEST QUALITY
TIGHT BARREL STAVES
Tight Sap White Oak Oils, Red Oak Oils, Regular Wines, etc., K. D. J. & B.
—Also Cut-Offs—
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35 Years' Experience in stave business
G. F. ADAMS
Manufacturer of and Dealer in
TIGHT BARREL STAVES
Pipes, Clarets, Sawed and Bucked, Flat and Circle, White and Red Oak
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SUPPLIES -:- TOOLS
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Always in the market for DRY SLACK STAVES 18" to 34". Quotations solicited

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THE EXTRA QUALITY
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Make it Profitable to Use
"Pennoyer Stock"
There is no need to shop around. Send your orders direct to us — You cannot obtain better satisfaction elsewhere. -:- -:-
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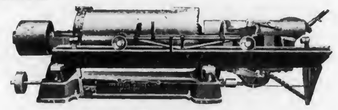
Branches: New York, New Orleans, Memphis

REPUTATION
A well deserved reputation is more difficult to achieve than financial success.
GERLACH reputation today, after 70 years of service to the cooperage stock manufacturer, is a greater asset than any financial gain.
The name GERLACH means QUALITY in Cooperage Machinery and the reputation built up so deliberately during all these years is jealously guarded.
It means more—It reflects the confidence of the trade in GERLACH machinery and saws and also guarantees that the high reputation will be sustained.

Stave Sawing Machine
Built in four convenient sizes, to meet every requirement of the stave maker.
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STAVES
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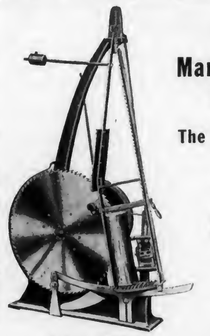
Thirty years of Quality production is the foundation upon which our leadership in the trade is based. Our equipment, technical knowledge and experience are placed at your disposal.
Enormous Factory Capacity
Huge Timber Holdings
Central Warehouse Stocks
BARRELS
CASKS
KEGS
Cars Straight, Matched or Mixed
CLEVELAND, OHIO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Manufacturing Company
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The Latest Improved Machinery *for*
Barrels Kegs
Staves Pails
Heading Drums
Hoops Cheese Boxes
Complete plants from the log to the barrel
Trevor Patent Jumbo Heading Sawing Machine
NEW "TREVOR"
Sixty-Inch Steel Wheel Heading Jointer
Send for Catalogue and Prices

30 Days' Notice to Leave

for the

Twelfth Annual Convention

The Associated Cooperage Industries of America

Jefferson Hotel
Saint Louis

May 9th, 10th, 11th

FOR every live cooperage and cooperage stock man all roads should lead to St. Louis during the time set for the Twelfth Annual Convention, as all owe it to their own business interest and to the interest of their industry to be on hand at the opening session, May 9th.

Matters of vital importance to the future welfare of **your trade** will be discussed and acted on, and we will want your opinion and suggestions in order to achieve the best results. A prominent speaker will also address the Convention on a live business topic.

If you have not already made your reservations at the Jefferson, let us make them for you.

The Associated Cooperage Industries of America

B20 RAILWAY EXCHANGE BUILDING
SAINT LOUIS

C. G. HIRT, Secretary-Manager

The National Coopers' Journal

FORTY-SECOND YEAR | Philadelphia, April, 1927 | $2.00 PER YEAR VOL. XLII, No. 12

Heavy Volume of Orders for New Orleans Coopers

All Consuming Lines Making Excellent Demand—Molasses and Syrup Barrel Business at its Height—Shipments of Vegetables Larger Than Ever Before

There are good shipments of tight cooperage stock for export now passing through this port, and the trade in export slack barrel shooks is considerable, though the export of stock, whether tight or slack, to Europe is small.

The demand for tight cooperage for cotton oil products is good, and the trade in molasses and syrup barrels seems to be at its height. The Brooklyn Cooperage Co. seems to be taking the lead in the syrup barrel trade, and some of the other shops are following as close seconds.

Shipments of Vegetables Larger Than Ever Before

Shipments of vegetables are now larger than ever before and the trade in produce barrels is flourishing, though the competition of substitute packages is strong. A cooper may have a good business, and may be selling a great many barrels, but when he remembers the large volume of business that should be his by right, but which is now given to the substitute packages, he concludes that he is hard up, and that the world is not treating him right.

Sea Food Trade Calling for Many Barrels

Barrels are in good demand for oysters and other sea foods, and there are a great many small orders for high class slack barrels for dried shrimp.

Good Market for Re-coopered Tight Barrels

The trade in rough and ready tight barrels for roof paint is good. The demand for barrels for soap stock is small, but it is good business, what there is of it. The best point about this trade is that there is no competition from substitute packages.

Naval Stores Industry Very Active

The Gillican-Chipley Company, of New Orleans, recently took a lease on 250,000 acres of timber land near Waycross, Ga., the transaction involving a million dollars. This would indicate that the naval stores people believe there is some future ahead of their industry.

The naval stores market is now active, and is using many barrels throughout the southern pine belt. Not many of these barrels are actually made here, but large quantities of stock for that purpose are handled through this centre. It is pleasing to note that the wooden barrel still holds its own as a rosin container.

Cold Packed Fruit Industry Expects Big Season

In 1926 the Louisiana strawberry season began on March 29th, and the crop brought the growers something over seven million dollars. This year the strawberry acreage is larger, and the season opened on March 5th with an initial shipment of eight carloads. Since this good beginning nothing has happened to mar the favorable outlook, and the growers anticipate a record-breaking crop. Growers and buyers have alike grown very fastidious, and none but the finest and most perfect berries are shipped fresh. The remainder of the crop, including all overripe berries, is sugared down in barrels to be used by the makers of jams and extracts and the bottlers of beverages. This, for several years past, has made the strawberry section a good market for barrels, and the indications are that more barrels will be used in that section this year than ever before.

Bottlers' Convention a Good Opportunity for Wooden Barrel Promotional Work

A most important convention, that of the American Bottlers of Carbonated Beverages, is scheduled to be held in New Orleans next November, 14th to 18th. Five thousand delegates are expected, 1,800 hotel rooms have already been reserved, and arrangements are now being made for the demonstration of bottling machinery and processes.

Bottling Trade a Good Customer of Cooperage Industry

The bottling industry is a very good friend of the cooperage industry. Bottlers, in various ways, use many barrels, and their convention here might be a good time to interest them in increasing their use of the best and most sanitary package. These men pride themselves on the purity of their products and the cleanliness of their processes, so they would certainly be willing to be convinced that it would afford them a good talking point if they bought their sugar in barrels, thus keeping it free from contamination; that, although the little partitioned boxes they use so freely are the finest things in the world for certain purposes, there are times when the best possible container for the sending out of bottled goods or for the return of empty bottles, is the cheap second-class barrel, and that tubs, made of tight barrels sawed in two, are the best possible containers for them to furnish the small stands, to be filled with bottles and cracked ice for keeping the beverages cool.

Most of the soft drink stands now serve carbonated beverages "on draught" from high class ornamental barrels.

A Flour Milling Unit for New Orleans

Great flour mills, such as form an important part of the business life in the northern States, are unknown here, and the amount of flour milled in this section has always been small, though there seems to be no good reason why it should be so. This was the view taken by the J. T. Gibbons, Inc. After being in the grain and mixed feed business here for sixty-five years this concern has added a flour unit to its extensive plant. This concern should be interested in barrels.

Stock Manufacturers Can Lower Freight Costs by Using Government Barge Line

Is twenty per cent. worth saving? Most people believe that it is, yet shippers of cooperage stock are very slow to avail themselves of the opportunity to make this saving in freight by shipping via the government barge line. In the old days when river transportation was slow and uncertain, when transportation to and from steamboat landings by mule wagon was tedious and expensive, when staves and heading had to be handled in rainy weather on muddy river banks, and then be subject to further damage by repeated transfers, the prejudice against river shipment was natural enough, but that time is past. The long strings of huge barges now operate on regular schedules, all important river towns have extensive covered docks and modern machinery for loading and unloading, and manufacturers and dealers are alike provided with motor truck transports. Cooperage stock can, therefore, be as safely and as expeditiously handled by the river as by the rail route. It is probable that coopers and dealers here would favor the change, especially if they were given part of the benefit of the reduced freight rate. It is worthy of the consideration of the mill men.

The Celotex Company to Develop Sugar Properties

The Celotex Company, which manufactures a lumber substitute from bagasse,

which is the remains of the sugar cane after the sweet juice has been pressed out of it, has bought two large sugar plantations near New Orleans, the Ashland and Lower Terrebonne Reserves, and will develop these properties into improved sugar producing areas of the modern kind. The sugar industry ought to revive now, if cane can be grown for the sake of the by-product.

Chess & Wymond Company Discontinues the Manufacture of Tight Barrels and Kegs

LOUISVILLE, KY., March 22, 1927.

EDITOR, THE JOURNAL:

Owing to the continued increases in the lumber and dimension business of this company, the entire capacity of our Louisville plant will be devoted to the manufacture and distribution of these products. Accordingly, we have concluded to discontinue the manufacture of cooperage.

We were enabled to complete our plans in this respect much sooner than would otherwise have been possible through the assistance rendered us by The Louisville Cooperage Company.

Our only regret in taking this step is that it deprives us of continuing our pleasant relations with our many cooperage friends.

Yours very truly,
CHESS & WYMOND COMPANY,
by J. R. WILLIAMS.

A Commendable Business Record

The Chess & Wymond Co., in June, 1927, would have celebrated its fiftieth anniversary as a cooperage concern. Of course it will have a golden jubilee year just the same, but not as a package producer.

The old company was formed in Madison, Ind., by the late William Wymond. Later he came to Louisville, and with W. E. Chess, formed the Chess & Wymond Co., which took over the cooperage department of the old Chess & Carley concern, an oil company. The oil business was sold to the Standard Oil Co., and is now the Standard Oil Company of Kentucky, a very wealthy concern. William Wymond died many years ago, and his son, Louis H. Wymond, became head of the concern. Mr. Wymond died a few years back, and his son, William I. Wymond, became head of the company, making the third generation of Wymonds active in the concern. Last year, W. E. Chess, who for some years had lived in England, spending his summers in Canada, died.

For many years the Chess & Wymond Co. has laid claim to being the largest tight package manufacturer in the country. Following prohibition the company developed its keg business to a point where it was making a great many different types of kegs, for various purposes, such kegs being sold to jobbers largely, and in turn handled by retailers.

The change does not affect the company's southern production of raw cooperage material in any way, and through the parent company, and its subsidiary, the Graham Stave & Heading Co., production of staves and heading in the South will continue as heretofore.

J. N. White, of the Louisville Cooperage Co., when asked about his arrangements for taking over the material and business of the Chess & Wymond Co., stated that he had the capacity, and with a few improvements such as additional conveyors, would be in position to handle even a considerably larger volume of business than he now has on hand.

"Touch Wood"

A Tale of the Trees and Their Uses

Alive to the future, as well as the present welfare of the lumber industry, and fully cognizant of what the dissemination of useful and valuable information touching the same, means to the continued life and prosperity of the trade, the *American Lumberman* has compiled and published one of the most interesting, entertaining and valuable books on wood that we believe has come from any source.

The book entitled, "Touch Wood—A Tale of the Trees and Their Uses," while primarily written for the benefit of children of the upper grades and early high school, is of such a character as to not only win the attention of smaller youngsters, but grown-ups can read the same to excellent advantage.

Profusely and attractively illustrated, "Touch Wood" covers the story of lumber from the landing of the first settlers to its great development on the Pacific coast, and the tale of the cutting of the trees, logging, sawmilling, transportation, distribution through the retail yard, and ultimate uses, is told briefly, simply and with as little technical phraseology as possible.

"Touch Wood" shows more than sixty uses of wood, and in such a way as to truly reveal the fact that we are all constantly touching wood. Cooperage is given prominence in the tale of the trees, "Touch Wood" treating the wooden barrel and the stock from which it is made, staves, hoops and heading, in a comprehensive and interesting manner.

"Touch Wood" is a book of 64 pages in the convenient 6x9 inch size, with cover in three colors. It is splendidly printed, and is a book which every manufacturer of a wood product of whatever kind should have on hand. The price of "Touch Wood" is but fifty cents, and will be supplied in lots of 100 at 35 cents each to 1,000 at 25 cents each for distribution, or singly as desired. Write the *American Lumberman*, 431 South Dearborn Street, Chicago, for further details as to the possibilities of the unusual booklet. Get a single copy anyway. You will find it mighty good and informative reading.

It is reported that the Western Cooperage Company, Portland, Oregon, is erecting an addition to its factory.

May 3rd to 5th are Dates for Annual Meeting U. S. Chamber of Commerce at Washington

Under the general heading, "The New Business Era," problems of current interest to American business will be considered at the fifteenth annual meeting of the Chamber of Commerce of the United States to be held at Washington, May 3d to 5th.

As suggested by the general theme of the meeting, this national gathering of business men will focus its attention on important economic changes now taking place in the nation's business life. The new competition, with entire groups battling for markets; hand-to-mouth buying, instalment selling, improved business standards, trade relations committees, more adequate statistical information, simplification, elimination of waste and a score of other modern developments in business will be discussed.

Some 1,500 chambers of commerce and trade associations in every State in the Union have been invited to send delegates. In addition, individual invitations have been sent to outstanding business executives, leaders in the various branches of industry, finance and commerce.

The general sessions will be held at the headquarters of the National Chamber, facing Lafayette Square. The Chamber's annual message to business will be delivered by President John W. O'Leary at the first general session on Tuesday morning, May 3d.

The program has been arranged so that the main geographical divisions of the country will have an opportunity to present their particular problems before one of the large general sessions. Speakers are now being selected for this purpose. Each of the main branches of business will hold special group meetings to discuss their own problems. These group sessions will be held by representatives of foreign trade, finance, agriculture, insurance, manufacture, domestic distribution, natural resources, transportation and communication and civic development.

In connection with the annual meeting it is planned to hold a joint general session with the business men and officials from Latin America, who will be in Washington for the Third Pan-American Commercial Conference. The program also provides for a meeting of the American Section of the International Chamber to discuss world trade problems, particularly barriers hindering the free flow of commerce among the nations.

Wood Utilization Committee to Meet May 3rd

Secretary of Commerce Hoover has announced that the annual meeting of the National Committee on Wood Utilization is scheduled to meet at Washington, D. C., on Tuesday, May 3d. It is hoped that the committee's program for the next year can be lined up in a one-day session. On May 4th, special meetings of the several subcommittees will be held.

Accurate Statistics Will Keep Cooperage Trade On an Even Keel

Possession of Comprehensive Figures a Distinct Advantage to Manufacturers—Statistical Service Highly Successful in Tight Branch of Trade

By C. G. HIRT, Secretary-Manager
The Associated Cooperage Industries of America

It is of the utmost importance in successfully conducting a business to keep fully informed of existing conditions and the many changes that are constantly taking place in the commercial world. Everyone knows that it is practically impossible for business men to accurately judge their future course of activity, with any degree of safety, without the possession of facts concerning the production and consumption of material, not only in their own field of endeavor, but also in other industries with which they are closely allied, because experience has taught us that some of these industries usually precede others in forecasting periods of depression and resumption of trade activity and should be closely studied.

The Business Methods of Yesterday Do Not Adequately Answer for Today or Tomororw

We realize, of course, that business today is being conducted in an entirely different manner than in former years and the various changes taking place in the methods of sales and production make it necessary to keep in close contact with these conditions. To do this it is essential for one to be provided with some means of securing data regarding the supply and demand of the products of the industry in which he is engaged.

Statistics on Production of Unlimited Value

Information as to the amount of stock held by manufacturers and consumers is of particular value as indicating the extent to which the industry is supplied with same, and with this data published periodically a better idea can be had as to the trend of production and consumption.

Full Trade Support Should be Given Statistical Service

An adequate statistical service affords the means of obtaining this necessary information and should be fully supported and maintained by every industry through its trade organization. The exchange of accurate statistics by members of an association representing a particular industry, enables them to run their business on a more even keel, as this data gives the actual basis of operations which can be compared with the figures for the previous month, and is a valuable aid in making a correct decision as to whether to curtail operating activities in order to avoid flooding the markets, or increase production so as to make up for any shortage of material. Among the principal objects of a trade organization in supplying its members with statistics is to place those engaged in the industry on an equal basis with regard to a knowledge of facts concerning the supply and demand of its products, so that each may be enabled to regulate his sales and production policy in harmony with economic conditions. Any business man who is well informed as to the facts concerning his industry can proceed with a greater degree of confidence in planning the daily affairs of his business, and follow a policy of continuity, rather than one of opportunism which may necessitate him to proceed with extreme caution and at times reverse himself.

Statistical Service in Tight Branch of Cooperage Trade Highly Successful

There is no question, therefore, but that statistical information which gives an industry's status of production, stocks on hand, etc., is a great aid in the intelligent direction of that industry or any individual engaged in same. The Associated Cooperage Industries' statistical reports, compiled for the tight branch of the trade, are simplified and of particular value, because they are unhampered by any other consideration than the specific needs of our members. These are issued on the 15th of each month and the best testimony of the interest taken in them is the fact that when, by chance, a participant in this service fails to receive a monthly report he immediately advises us of same and requests that another copy be sent him. This clearly indicates the importance and desire for statistical information.

Accurate Information a Protection Against Overproduction

It is to the advantage of the manufacturer and the consuming public to have accurate statistics of supply and demand, in order to avoid overproduction and the alternating periods of high and low prices, from which neither the business man nor the public untimately benefit. Therefore, the more completely figures regarding production and consumption are collected and disseminated in an industry, the more likely it will proceed on an even keel with reasonable profits for the manufacturer and fair prices to the public.

Nut and Bolt Manufacturers to Standardize Shipping Containers

Plans for reducing avoidable waste in the distribution of bolts and nuts by eliminating needless sizes of containers in current use for handling, packing, and shipping was considered at a general conference of all interests at Washington on March 23d.

The tentative list of standards submitted to the conference for consideration and adoption compiled after a careful study of orders received represents a reduction to a practicable minimum.

Ralph Plumb, chairman of the Standardization Committee, co-operating with the National Committee on Metals Utilization, said that the acceptance of the proposed standards by the industry will result in a material saving to producers, distributors, and consumers through reduced costs of handling and warehousing of the commodities.

Economies within the reach of the industry to be had by the adoption of simplified packaging is indicated by the findings of the committee of the industry pointing out that 125,000,000 tons of steel are converted annually into bolts, nuts, and rivets.

Shredded Oiled Paper Reduces Apple Scald in the Barrel Pack

The method of controlling apple scald in boxed apples by wrapping the fruit in oiled paper, as developed by the United States Department of Agriculture, has proved so satisfactory that a modification of the method is being tested for barreled apples. When the barrel pack is used it is impracticable to wrap each apple, but satisfactory results can be obtained by scattering throughout the pack a quantity of shredded oiled paper. The department has tested the efficacy of the modified method in a commercial way for three seasons and reports that when properly distributed in the barrel or other package, shredded oiled paper has proved highly efficient in the control of the disease.

Nineteen different tests covering seven different varieties were made. In the untreated barrels from 24 to 96 per cent. of the apples, or an average of 67 per cent. were scalded to such an extent as to be discriminated against on the market. On the other hand, the barrels containing shredded oiled paper showed only an average of 4 per cent. of the fruit scalded. Eight of the treated barrels were entirely free of the disease. Tests have also been made with apples in hampers, baskets, and boxes with equally good or somewhat better success.

It is generally estimated that the shredded paper adds 20 or 25c a barrel to the cost of packing the apples. If the fruit is to pass into consumption early in the season, there may be little chance of recovering this amount in the selling price, but when it has been held beyond the peak of the season for the variety, profits several times greater than the cost have often been realized.

Shredded paper is not a guaranty against all misfortune, says the department. However, when properly applied so that each apple comes in contact with the oiled paper, it can usually be made a source of profit to the grower, and by adding to the keeping quality of the apples it contributes a stabilizing effect to the apple industry.

THE NATIONAL COOPERS' JOURNAL
DEVOTED TO THE COOPERAGE INDUSTRY

ESTABLISHED 1885

ASSOCIATED COOPERAGE INDUSTRIES

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M. E. DOANE
EDITOR

J. A. MURPHY
BUSINESS MANAGER

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The columns of THE NATIONAL COOPERS' JOURNAL are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

PUBLISHER'S STATEMENT

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(Signed) M. E. DOANE, Manager.

Sworn to and subscribed before me this 29th day of March, 1927.

(Seal) JAY R. GRIER, Notary Public.

(My commission expires January 4, 1931.)

Beginning of Increased Business Activity Indicated by First 1927 Million Car-loading Record

WITH Spring already at hand, it is encouraging to record that present business gives every indication of having turned a decidedly interesting corner, and has started on a run of prosperous trade that bids fair to equal, if not exceed, the fine record of 1926.

Car loading, always one of the strongest barometers in judging business conditions, reached a total of 1,005,715 the week ending March 12th. This was the first million-car week of 1927, and the first time in railroad history that freight loadings have gone above the million-car mark for any one week at this season of the year.

While it is true that forest products loadings so far during 1927 are much below last year's totals, at the same time the reason for this is, undoubtedly, traceable to adverse weather and flood conditions throughout the manufacturing sections. Immediately these conditions are cleared up, the loading of forest products will increase rapidly.

The general business and financial situation in industrial lines, as covered in the Federal Reserve Bulletin of March 27th, shows that the operation of steel mills during March was almost at the same high level as that of March, 1926.

In agricultural lines the outlook is excellent, according to all indications and reports. Soil and moisture conditions are most satisfactory, and there should be large crops of rye, corn, oats and other farm products. Fruit trees have come through the winter in fine shape, and while there may not be as abundant a crop harvested as in 1926, the yield, nevertheless, should be much above the average.

Taking all in all, the general situation at the end of the first quarter of this year warrants the continued belief, as expressed at the opening of the new year, that 1927 will prove as good a business year as 1926, with a promising chance of exceeding last year's record as the months roll on.

Will the Wooden Barrel Hold the Rosin Trade!

AT the annual "Get-Together" Conference of naval stores producers and consumers at Jacksonville, Florida, the subjects of selling naval stores by net weight and uniform packages consumed practically the full time of the various sessions.

Marketing methods and uniform packages have become the outstanding problems of the Naval Stores Industry, because these problems affect both consumer and producer alike. On one hand are the consumers, endeavoring to convince the producers that net weight is the correct basis on which naval stores should be sold and shipped, while on the other hand are the producers, who, while in full sympathy with the desires of their customers, are yet fearful that the changes proposed are not wholly practical, and if inaugurated would bring about much confusion and possibly considerable loss to their industry.

There is a vital business interest for the cooperage man in the package activities of the naval stores producers and consumers, for the reason that the continued use of the wooden barrel in the Naval Stores Industry is in jeopardy.

There is no gainsaying the fact that consumers of rosin are penalized by the present method of marketing, but THE JOURNAL is not in accord with the persistent belief which seems to be making headway in the rosin consuming fields that the use of the sheet steel drum will solve the problem of tare. The numerous disadvantages in the use of the steel drum, all of which have been clearly outlined in previous issues of THE JOURNAL, should be sufficient to offset any advantage it may have, if any such advantage really exists, with regard to tare.

The consumers of naval stores were perfectly fair in the resolutions presented to the recent Naval Stores Get-Together Conference, at Jacksonville, Fla., on the subject of net weight and uniform packages and in no way showed prejudice against the wooden barrel. Nevertheless, there is an undercurrent of feeling in favor of the sheet steel drum which is very noticeable, and that the sheet steel drum is making headway in its efforts to gain an entering wedge in the Naval Stores Industry is evidenced by an interview secured by a representative of the *Paint, Oil and Chemical Review*, with Mr. R. O. Walker, who championed the cause of net weight marketing and uniform packages.

Mr. Walker reported that one producer had agreed to immediately begin marketing rosin in sheet metal packages with gross and tare and at a price based on 100 lbs. Commenting on this report the *Paint, Oil and Chemical Review* said: "As this meets with all the requirements of the consuming industry, it is probably the beginning of a new era in naval stores marketing."

There is urgent need for very effective work on the part of the cooperage industry to combat the encroachment of the substitute package, for it is only a step from the rosin barrel to the turpentine barrel, and should the sheet steel drum get a good foothold in the Naval Stores Industry, it will result in another severe loss for the cooperage trade.

The wooden barrel is the practical package for all products of the Naval Stores Industry, both for producer and consumer, and we are absolutely confident that the present problem of tare can be satisfactorily and advantageously solved for all concerned by immediate and sincere co-operation on the part of all manufacturers of rosin cooperage with the naval stores producers. With their knowledge of cooperage, it should not be a difficult matter for rosin barrel manufacturers to devise specifications for their product that would reduce the variations in barrel weights to a minimum. This would be a big stride forward in solving the tare weight problem which is now confronting the Naval Stores Industry, while at the same time the increased good-will for the wooden barrel which such co-operation would build, would save the naval stores business for the cooperage industry. But instant action in this matter is imperative.

Foreman Training An Important Factor in Reducing Overhead

IN these days of keen competition and small margin of profit, the question of overhead is, probably, the most important, in point of value to the welfare of industry and business, than any other.

Those little ten-cent items here and there concerning which we bothered least in days gone by, have mounted to dollars and are now given closest attention.

No longer can one decide, with safety to his business, that materials cost so much, that labor costs so much, and that the difference is profit. There must now be taken into account such items as belting costs, grinding, tools, supplies, insurance, depreciation, inspection, supervision, etc. And do not forget the importance of supervision in the consideration of overhead, for many times it is dependent upon the quality and intelligence of supervision whether overheads are normal or excessive.

The returns which are obtained from payroll outlays are in direct ratio to the efficiency of supervisors, or foremen; not only in the matter of practical knowledge of how products are made, but also in the knowledge of the human element; that is, in the handling of the men under their charge. Foremen are in position to hold down labor turn-over, prevent accidents, eliminate waste in time, materials and effort, and at the same time see to it that the product of their respective companies is manufactured with the least possible overhead, and without making any sacrifice in quality.

It is because of the importance of foremen in industry, that the systems of foremen-training courses have made such widespread advances within the past few years. Leaders in American business have come to realize that foremen are not only the "key-men" of their organizations, but that the more highly educated foremen are in what their companies are seeking to accomplish in the way of quality and service to their particular lines of trade, and the better they are equipped in the proper handling of the men under them, the more valuable and profitable will their services become.

The subjects of "overhead" and "foreman-training," having much in common, should go hand in hand when it comes to considering and planning for business efficiency, since the better supervisors or foremen are trained, the lower will be the overhead, and, obviously, the greater will be the profits at the end of the year.

WANTS IN COOPERAGE LINES

"Planer," care of THE NATIONAL COOPERS' JOURNAL, *Philadelphia, is in the market for an endless bed inside stave planer. Advise make, condition and price when writing.*

A firm in Cork, Ireland, is looking to purchase or establish an agency for American Cedar tubs for butter. For further information address No. 24048, Bureau of Foreign and Domestic Commerce, 20 S. 15th St., Philadelphia, Pa., or Washington, D. C.

"Lathe," care of THE NATIONAL COOPERS' JOURNAL, *Philadelphia, is in the market for a used barrel lathe and planes in good condition, for refinishing used vinegar and cottonseed oil barrels. Send price and description.*

President Coolidge Proclaims American Forest Week April 24-30

The week of April 24th-30th has been officially designated for nation-wide observance as "American Forest Week" by President Coolidge, in a proclamation made public by the United States Department of Agriculture.

This year will mark the seventh annual observance of the week, President Harding in 1921 having issued the first proclamation which brought the Federal Government behind the movement. Of the numerous weeks observed in the country, this is the only one to which the Government of the United States has given recognition and support.

The President proclaimed the 1927 American Forest Week "in the belief that no other of our internal problems is of greater moment than the rehabilitation of our forests, now so hopefully begun but needing the strong support of our collective will and intelligence."

American Forest Week this year will assume an international scope through the fact that Canada will observe forest week at the same time. Through the Department of State, the Mexican Government also has been invited to participate in this year's campaign for the protection, perpetuation and right use of the forests.

In making public the President's proclamation, Secretary of Agriculture Jardine pointed out that special significance is attached to the observance of the week in 1927 in view of the disastrous fire season through which the country passed last summer and of the need for bringing home to the people of the nation the necessity for adequate protection of the forests. Co-operation between the Federal Government and the States under the Clarke-McNary Act has just got into full swing as well, he said, and 41 States and the territories of Hawaii and Porto Rico are now co-operating with the Government in the forest protection and reforestation activities for which the law provides. Thirty States have appointed Extension Foresters and are co-operating with the Government in assisting farmers in the handling of their woodlands.

Uniform Package Discussion the High Light of Naval Stores "Get-Together" Conference

Wooden Barrel Still Continues as the Preferred Package by Producers But Efforts of Substitute Containers Have Noticeable Effect

Uniform packages and marketing by net weight were lively topics for discussion at the Naval Stores Get-Together Conference held at the Carling Hotel, Jacksonville, Fla., February 21st-23d.

No definite action was taken at the conference toward a change in shipping methods, nevertheless a natural desire to meet the demands of naval stores consumers along the lines of net weight and uniform shipping packages was plainly evident.

While the resolutions offered by the proponents of net weight selling and uniform packages, among the naval stores consumers, mentioned both wooden barrels and sheet steel drums as shipping packages, yet a reading of the following report of the conference proceedings will quickly reveal a partiality on the part of consumers to sheet steel drums.

There is an absolute necessity for the cooperage industry to cease marking time in the matter of rosin cooperage, and take an active part in assisting the naval stores producers to solve the problem of tare weight of rosin when shipped in wooden barrels. Otherwise, there will be a gradual turn to the substitute sheet steel drum, as no doubt the manufacturers of that package are alive to their opportunity and are using every legitimate means to win favor in the naval stores consuming fields.

Conference Discussed Marketing Problems Thoroughly

The conference got down to work on Tuesday, February 22d, as Monday was given over to registration and the annual golf tournament.

Chairman J. E. Lockwood presided over a discussion of naval stores marketing methods. Mr. Lockwood outlined a program and stressed the importance of a thorough discussion of all questions in order that the marketing problems of the industry, both as they related to the producers and touched the consumers' interest could be considered from all standpoints.

R. O. Walker, New York representative of the National Paint, Oil and Varnish Association, and with the written endorsement of other consuming industries, presented the resolutions voted at the last national convention of the N. P. O. & V. A. for the conference's consideration. He said:

"Representing the American Paint and Varnish Manufacturers' Association of the United States and the National Paint, Oil and Varnish Association,—I appreciate the opportunity given me to present at this time our views on rosin marketing methods, with the hope that as a result of this conference and in a spirit of friendliness, a way may be found to initiate new methods that will be satisfactory to the consumer and producer alike.

"May I call your attention to the following resolution adopted by our associations at their conventions held in Washington in October, 1926?

"'WHEREAS, We are convinced that the present plan of selling rosin based on a 280-pound gross barrel is unfair to the purchaser and has resulted in many errors; therefore, be it

"'*Resolved*, ... that we urge the Naval Stores Industry to devise a fair plan to sell rosin by net weight on a pound price basis, put up in either wood or steel barrel containers.'

Naval Stores Producers Deemed Net Weight Basis Impractical

"This resolution was sent to naval stores factors, government agencies, soap and paper interests. The response from the consuming trade was favorable to adopting the method endorsed; the naval stores interests gave their reasons as to why they deemed the plan impracticable.

"We can understand why 280 pounds is called a barrel when rosin is shipped to England and a tare of 20 per cent. is allowed in order to make a net weight 224 pounds or two cwt. which is their unit of weight. The unit of weight, however, in the United States is the pound and your customers, the soap, paper, and paint and varnish industry of this country, want to buy rosin by the pound, which statement is substantiated by letters from the largest consumers in the trade.

"Why should you not sell it the way we want to buy it?

"For many years linseed oil was sold by the gallon and based on an arbitrary weight of 7.5 pounds to the gallon. Linseed oil actually weighs 7.78 pounds to the gallon and when we paid for 50 gallons of oil we actually received but 48.2 gallons. The oil crushers of the country met our request for a change in the method of sale and linseed oil is now sold by the pound. If oil is today selling at 10 cents a pound, the price fluctuations which do not equal another cent up or down, are expressed in tenths, as 10.1 cents and 10.2 cents, etc. It would appear that this same method would give a close enough expression of price fluctuation in the sale of rosin.

"This then is our first request, that rosin be sold by the pound instead of by the barrel of 280 pounds.

"Our second request is that rosin be paid for by net weight rather than gross for net. If any rosin producer or factor was a buyer of rosin and weighed the staves and heads of barrels and found one barrel weighed 76 pounds and another 102 pounds, we believe he would view the matter with the same serious concern as does the consumer today. I show you part of a head of a barrel taken from a lot of rosin bought in November, 1926. The head weighed just 16 pounds and it cost the rosin consumer 8 cents a pound or $1.28 for this piece of firewood.

Consumers Object to Paying for Wooden Barrel at Rosin Price

"From our standpoint another great injustice is that the price of wood apparently advances with the price of rosin. If rosin is 5 cents a pound we pay for say 85 pounds of staves at 5 cents or $4.25. If rosin is 8 cents a pound we pay for 85 pounds of staves at 8 cents or $6.80. This does not take into account the feeling of some of our members that the weight of the barrel itself actually increases when the price of rosin is advanced.

A Problem Which Cooperage Manufacturers Could Aid Naval Stores Industry in Solving

"We understand that your committee reported that in their opinion there were many specific objections to any change, the most important of which was the inability to correctly arrive at the tare of either rosin or turpentine casks. This of course refers to the tare of either rosin barrels or turpentine wood containers as the sheet metal packages vary but little in weight.

"We are not informed as to the comparative weight of a barrel made of black or yellow pine or gum wood or oak, so as a matter of information I am going to ask you whether one barrel made up of staves of say yellow pine would be approximately the same weight as another barrel made up of the same wood. The same question would also apply as to black pine, gum and oak. If the stave mills made a stave of a certain wood uniform in weight, then why could not a certain tare be arrived at for barrels made of yellow pine, and a different tare for each of the other woods used in the industry.

"We have been informed that barrels received from the mills vary in weight from 50 to 85 pounds whereas the average weight reported by our trade is 86 pounds. If the moisture in the wood is driven out when the barrel is filled with hot rosin, isn't it true that instead of reducing the weight as claimed, that the wood absorbs the molten rosin and the weight is increased?

"We acknowledge that packages exposed to the weather at the stills and at ports of concentration might vary somewhat in weight on account of water absorption and weather conditions but we do not feel that

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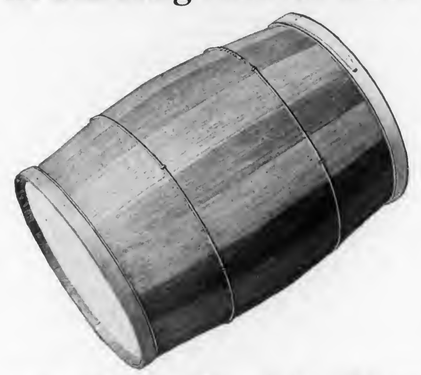

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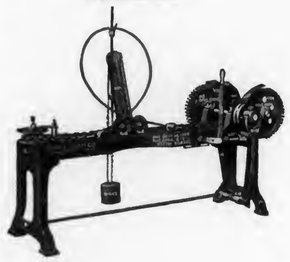

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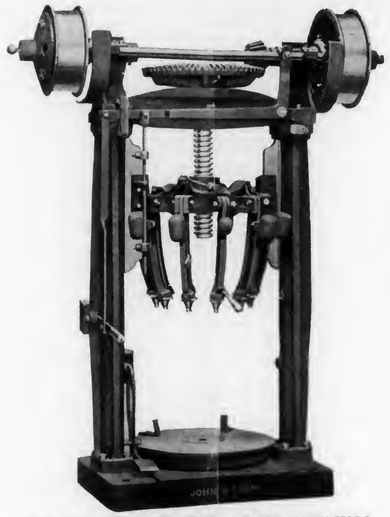

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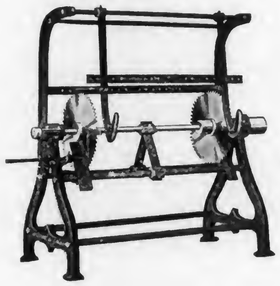

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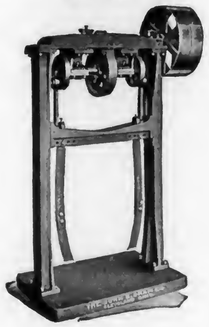

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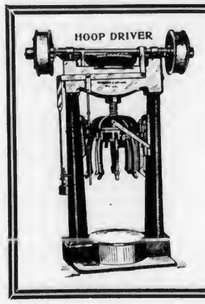
GRAHAM STAVE & HEADING CO.
JACKSON, MISS.



WEIMAR ENGINEERING WORKS
Builders . . of . . **Hoop Driving, Barrel Washing and Bung Hole Boring Machines**
SPECIAL MACHINES BUILT TO ORDER
In building our machines we seek to gain the highest efficiency in every way, and users of our make will find this our guarantee, which always holds good.
LET US KNOW YOUR REQUIREMENTS
Westmoreland and Jasper Sts., Philadelphia, Pa.

BARREL WASHING MACHINE

this would be a great factor as an argument against making the change suggested.

"We further believe that the taring of barrels prior to filling would give a weight near enough to the actual weight of the same package when moving in commerce.

Resolution Presented for Adoption

"Mr. Walker then read extracts from letters received from a number of rosin consumers, all of them asking that rosin be sold by the net pound.

"Now, gentlemen, you could put rosin chips on your shoulders and say to us, 'It cannot be done and that settles it,' and we could reply by saying that it can be done and we will see whether what you say settles it or not, but this does not represent your attitude or ours nor would it be in the spirit of the get-together conference. It would seem to us that the first thing to do is to agree that a change in the method of sale of rosin is desirable and then co-operate until a basis is established that will be satisfactory to and protect the interests of the producer, factor, dealer and consumer. Our suggestion, and we hope it is a constructive one, is that you ask your Resolutions Committee to present at the proper time the following Resolution for adoption:

"'*Resolved*, That from March 1, 1927, all rosin in drums shall be sold showing gross and tare and billed at a net weight on a pound basis.

"'*Resolved*, That from March 1, 1927, the consumer shall have the option of buying rosin in wood barrels according to the old method, or buying by the pound on a net weight obtained by taking the gross weight with an arbitrary tare of 18 per cent.

"'*Resolved*, That a committee consisting of representatives of the producers, factors, dealers and paper, soap, paint and varnish industries be appointed to study the situation with the idea in view that a method will be found to tare wood rosin barrels so that the 1928 crop will be marketed on a net weight basis.'"

C. C. Concannon, chief of Chemical Division, Bureau of Foreign and Domestic Commerce, Washington, D. C., addressed the conference on the subject of what the government is doing to inform the naval stores industry on all matters affecting it in world affairs.

Urges Educational Work in Naval Stores Industry

C. H. Herty of the Chemical Foundation pointed out the necessity for educational work in every branch of the Naval Stores Industry. "An industry can't exist," said Mr. Herty, "unless there is a demand for its products.

"Statistics will show us who the consumers of our products are, in what quantities they are used and what becomes of them.

"Is our marketing system wrong?" the speaker asked, "in stating his belief that the consumer does not welcome wide fluctuations that take place at present, but would prefer a more stable market."

Trade Extension and Production Urged

The value of catering to present customers as best customers was mentioned by the speaker, as was the dangerous practice of sitting silently by while other industries convinced consumers that turpentine substitutes are equal to turpentine.

Impracticability of Metal Package

R. M. Newton expressed the opinion that the cost of the metal package, together with the impracticability of its use by the smaller producer, will always have its effect in preventing complete compliance by the producers with the demand for this package. A wooden package that will come close to 18 per cent. tare will be possible, said the speaker, who voiced his opinion that it would be impossible on account of weather and other conditions for the small fellow to get correct tare. A maximum and minimum check would be more feasible, he said, and assured the conference that the producers were ready and anxious to help the consumers.

Pine Institute of America Holds Session

The afternoon session was opened by President Wernicke, of the Pine Institute of America. Mr. Wernicke's address was followed by discussions of the many subjects which the institute has in hand, as well as talks by well-known members of the Chemical industry.

Conservation of Pine Forests

The Wednesday morning session opened with a symposium on Forestry, presided over by Col. Page S. Bunker. Col. W. B. Greeley, chief of U. S. Forestry Service, who was scheduled to address the conference, was unable to be present and his place was filled by Dr. Austin Cary, Waycross, Ga., of the Forestry Service.

The speaker told of what other countries were doing to conserve their forest resources and cited instances of what is being done in the South. A discussion of the problems of protecting young timber from fire and other hazards followed

Uniform Weight Packages Again on the Floor

At the closing session of the conference on Wednesday afternoon, Mr. R. O. Walker again took the floor on the subject of uniform weight packages and sales of naval stores commodities on a net pound basis.

Mr. Walker urged that some definite action be taken by the naval stores producers on the resolutions of the national paint and varnish bodies. In reply the conference amended its resolution by resolving that a committee, when appointed, be instructed to work with similar committees from the paint and varnish and other consuming interests to bring about the sales methods desired. The resolution of the conference, as voted, was as follows:

Resolved, That this conference appreciated and heard with considerable interest the presentation of the view of large bodies of consumers through Mr. R. O. Walker, relative to the sale of rosin on a net weight basis, and would suggest that this conference instruct its chairman to write to the various trade bodies, such as the Savannah Board of Trade, Jacksonville and Pensacola Chambers of Commerce, and the State Supervisors of Naval Stores of Florida and Georgia, and to the Turpentine and Rosin Producers' Association, and the Alabama Producers' Association, urging a strict compliance with existing trade regulations relative to the size of staves and headings and general character otherwise of rosin packages in order that there may be an avoidance of any excess tare.

Resolved Further, That the above organizations seriously consider such practical changes as may ultimately make possible the sale to the consumer of rosin on net weight basis.

Resolved Further, That a committee of this body when appointed be instructed to work with similar committees from organizations in the consuming industries, with a view to bringing about the changes desired.

Claims Wooden Rosin Barrels Are Not Uniform

In answer to a question from the floor as to whether the consumers of rosin were not finding improvement in their packages since other days, Mr. Walker replied that so far as he had been able to observe or learn that there was no noticeable change—the casks were made up of heavy and light staves and heads without an apparent attempt at uniformity. Mr. Hofner, purchasing agent for the Standard Varnish Works, N. Y., supported Mr. Walker in this contention.

Thomas J. Aycock Chosen General Chairman for 1928 Conference

The business meeting, presided over by O. A. Cosner, Chicago, unanimously chose Thomas J. Aycock, Jacksonville, Fla., general chairman for the 1928 Get-Together conference. The meeting also adopted resolutions endorsing a campaign of national advertising on naval stores products, expressing its desire for more complete statistics on the production and consumption of naval stores products, regretting the absence of Dr. Eloise Gerry, J. C. Nash and J. T. Skelly, thanking Jacksonville and all who had part in making the convention a success, and placing the conference on record as in favor of reforestation.

Freight Rates on Cooperage Stock Reduced

Reduction of rates on cooperage stock in carloads to the basis for hardwood lumber from Memphis, Tenn., and points south of the Ohio River and in this immediate territory, was announced recently by J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association. The reduction will mean a saving of 16 cents per 100 pounds on all shipments of cooperage stock to all Pacific coast ports. The effective date of the rate reduction has not been announced as yet.

TRADE CONDITIONS HERE AND ABROAD

Cooperage Manufacturers All Along the Line Are Optimistic—C. M. Van Aken

During the past month there has been some improvement in weather conditions at the mills. With this improvement a corresponding improvement has been made in logging, drying and shipping cooperage.

At the consuming end, there has been a sufficient increase in orders to more than take care of the material shipped this month in excess of that of February. On account of last year's large fruit crop many of the apple barrel makers are buying for a short crop this year and have placed orders accordingly. Some have ordered for their winter and early spring requirements only. Others are waiting until after the first of May before ordering at all. Therefore, even though we have a light crop of fruit, there is considerable fruit barrel business yet to be placed and as far as can be seen now a sufficient volume will be needed to consume a normal production.

The demand for cooperage along promiscuous lines has been somewhat in excess of the previous months. Barrel manufacturers all along the line are quite optimistic regarding the immediate future and a general good spring business is anticipated.

—

Look for Good Canadian Apple Crop for 1927—Shortage of Cooperage Stock Possible—W. A. Fraser

During the first two months of 1927, the cooperage market in Canada has been very draggy. The winter is a season of the year when the export flour business is practically at a standstill, and of course the apple barrel coopers, generally speaking, do not begin to think about their requirements until blossoming time.

In most parts of Ontario, there was insufficient snow for logging, resulting in a very small cut of cooperage stock being taken out. This condition, coupled with the fact that at least four of the larger mills have discontinued operations, means that the production of cooperage stock in the Province of Ontario this year, will be much below normal. To offset the small cut, it must be taken into consideration that very heavy stocks were carried by both the mills and the coopers from 1926, as Ontario did not produce more than fifty per cent. of an apple crop last year.

While weather conditions were unfavorable for logging operations, we find, from all reports, that the orchards in this province have come through the winter in particularly good condition, with every prospect for a large crop of apples this season.

During the last ten years there has been a steady decrease in the quantity of No. 1 stock required by flour mills and sugar refineries. This condition, with the low prices which have prevailed for the past three years in the cooperage business, has made the production of cooperage stock in Canada very unprofitable, either forcing the millmen out of business, or to use their timber in the manufacture of lumber on other lines.

To sum up, the present situation is a slow market, heavy carry-overs from 1926, with, in the writer's opinion, the smallest cut of logs available at the mills for many years, which will certainly mean, if the anticipated heavy production of apples materializes, that there will be an acute shortage of apple barrel stock during the months of August, September and October, resulting in a material advance in the present prices.

—

Prospects Bright for Canadian Cooperage Trade—W. M. Fleming, The Sutherland, Innes Company

The winter is now over in Ontario and Northern Michigan, and every manufacturer has figured up very closely what timber he has on hand. Only light stocks have been put in at most of the mills and a good many are now operating as fast as possible to get the new stock on the market at the earliest possible date. Last year's stock is pretty well cleaned up and the demand for the flour trade has started up with the opening of navigation. Prospects are brighter in the flour trade at this time of the year than they have been for several years.

The apple men report trees have wintered well and unless something turns up to injure the crop, they are looking for a heavy crop of apples. Some growers have already contracted for a portion of their requirements.

Business in general seems much better than at this time in 1926, and it looks as though prices of cooperage stock will hold fairly firm, as the demand for stock is good, and the floods in the South have affected production materially.

—

Outlook for British Cooperage Trade Not At All Depressing—J. C. Tinkler

The outlook in the British cooperage trade is not at all depressing, although it takes hard work to push stock at the present time.

The demand for slack staves and heading is quite up to the average, and a fair quantity is coming along and going into rapid consumption. Selling is rather difficult at the moment as the coopers believe prices are going to fall.

Palm oil staves continue to lag with large stocks on hand, but there is prospect of an improvement in the near future. This branch of the trade is either madly busy or standing idle.

The demand for American tight barrel stock does not amount to much and is limited to a small quantity of bucked white oak cut-off staves.

Matched stock continues up to normal, but here again price reductions are looked for as spring advances.

Russian Butter Trade Advised to Use Cases in Place of Barrels

The use of butter barrels by the butter trade of Russia may be discontinued if the recommendation of a Russian committee appointed to study shipping containers is accepted.

The claim is made that the imported beech staves for butter barrels are not only lacking in uniformity but are not of good quality.

In view of the fact that in 1925-26 over 1,000,000 sets of beech staves were imported into Russia, we believe the following article which appeared in *Economic Life*, Moscow, Russia, on the subject of the proposed change in butter shipping packages will prove interesting reading:

"The poor quality of the imported beech staves for butter barrels and the shortage of these staves of Russian origin, as well as their low quality owing to lack of uniformity in colors and to poor workmanship, and also of being infected by mould, has prompted the Russians to find some other packing methods for their export butter.

"A study of packing materials used for shipping butter into England from various countries has shown that only Denmark and Holland are using beech staves, while other exporters use cases made of coniferous woods. Latvia and Estonia use spruce, and Estonian butter brings higher prices than Siberian butter, by 4-6 rubles a pood. California also uses spruce cases for its butter shipments with great success. A Russian Committee after a study at this problem has chosen for packing fir and cedar, as the most suitable for this purpose.

"Experimental shipments of butter in these cases, although many gross errors have been made in preparation of these cases, have shown that this packing material answers the purpose. Therefore, those experiments should be continued on a larger scale in order that in 1927-28 the exports of butter should be made in cases instead of beech barrels."

Spanish Classification of Wooden Containers

A royal order of January 19, 1927, provides that for the duty-free importation and exportation of wooden containers the shipping documents must show the class of wood of which the containers are made; and the weight of the empty containers must be indicated separately by kinds of containers, *i. e.*, casks, hogsheads, half hogsheads, quarter casks, and barrels.

The Thomas Millard Stave Co. has installed a mill at Flippin, Ark.

Scientific Budgeting Versus Guessing in the Conduct of Business

The Normal Outlook for Business May Be Predetermined Through a Measurement of Past Performance

By FRANKLYN HOBBS*
Business Analyst, La Salle Extension University

The volume of business for a given period may be stated in dollar value, on a tonnage basis, or, in some instances, it may be measured by units of production. It is necessary to determine the volume of our foreign trade, for example, by a comparison of the dollar value of exports and imports, because it is manifestly impossible to reduce all of the various kinds of goods making up our foreign trade volume to a common denominator of weight. The simple and easy way to compare the output of all metals and most minerals is to reduce them to a tonnage basis. In other lines of business activity, such as in the manufacture of automobiles, trucks, tractors, locomotives, and railroad cars, the most dependable comparisons may be made on the basis of units of production.

A true comparison between the *total* present business operations and that of any past period may be made only by reducing the volume of output, or turnover, to a dollar-value basis. Thus, when it is said that business is greater in a given year than in some previous year, the statement is usually made on the basis of the dollar value of the year's output and turnover.

Comparing One Year With Another

It is the generally accepted belief that 1926 was the greatest business year in our commercial history; and this is true, whether we measure the business of 1926 by dollars or by tons and units. Next to 1926 came 1925, and the third place has been accorded to 1919. The business of 1918 was so distorted by the activities of the World War that it has been found difficult to place that year in its proper position in our commercial records. It probably belongs in fourth place in total business transacted, which would put 1923 in fifth place.

1920 Holds Third Place in Volume

It is notable that 1920 is placed well down the line in a lineup of the post-war years. It is ordinarily accorded sixth place, followed by 1924 in seventh place, and 1921 in the eighth position of the eight post-war years, 1919 to 1926, inclusive. If we are to measure volume by dollar value, then 1920 has been accorded its proper place, but if tonnage and unit output are used as the measures, we will find that 1920 occupies third place and 1919 is relegated to fourth place.

The tremendous drop in the average price of all commodities between May 5, 1920, and the close of that year accounts for the position assigned to 1920 in all comparative statements of commercial operations—and these statements, if they are to include all activities, must be based on the dollar value of the year's transactions. But the fact remains that, in tonnage and unit output, 1920 exceeded 1919 by a liberal margin.

In the case of an individual business, it is easy to determine whether comparisons should be made in dollars, in tons, or in units of output or turnover. If units of product are employed, any material change in the average price of such units must be given consideration in the making of calculations as to the probable future operations of the particular business under consideration.

Making More Units Than Dollars

One razor company doubled its sales, in number of razors, in less than two years. Although there was very little change in overhead, the company made an increase in net earnings of only 30 per cent.

A study of the operations of this company reveals a substantial reduction in the price of each unit, and, therefore, a comparison of the operations of this company from year to year, stated in units of production, presented a distorted picture of the company's real growth. In such an instance, both dollar value of output and number of units of output should be set up in the comparative statement, if a dependable budget is to be established as a basis for future operations.

Scientific Budgeting versus Guessing

Gradually, but nonetheless surely, scientific budgeting is taking the place of budget guessing in the conduct of business. Many minds have been at work on "budgeting" and some simple and easily applied formulas are now appearing and offering themselves to the budgeteer.

Our analysts have devoted themselves to this subject for a considerable time and, after a careful study of the trend of business in all lines over a period of one hundred years and more, have concluded that the changes brought about by the World War, and the changing habits of life of the American people, have so affected total business volume, and have so changed the very character of many businesses, that calculations looking to the future of all business, or of any business, must be largely based upon our post-war experience.

Operations of Eight Years Available for Budgeting Plan

More than eight years have elapsed since the close of the World War. Practically complete records of the operations of those eight years are now available, so that we have before us, for use in our budgeting plans, an eight-year record covering two cycles of average length. In these records, we should discover two high points and three low points or the reverse. Reference to business records discloses three high points and two low points. The "highs" were in 1919, 1923, and 1926, while the "lows" were in 1921 and 1924.

In the budgeting of an individual business, it is necessary to study the relation of that business to business as a whole during the eight-year period ending with 1926. This determined, the outlook for a particular business in 1927 may be ascertained and a budget set up, which is not a guess, but which indicates the natural and normal course which a particular business should follow during the calendar year 1927.

Having determined the trend of the business cycle, and having determined our own position in that cycle, it then becomes possible to determine the direction in which we are going and how far up or down we are likely to go.

Relating One Business to All Business

Those concerns which have their own research department should have little difficulty in setting up their budgets on a solid foundation. But as many individual businessmen, salesmen, and corporations lack the facilities or the personnel for scientific budgeting, our analyst here presents a formula for making such calculations which will be found useful, dependable, and easy of application.

First determining the volume of each year's business, in dollars and tons or units, the relation of one year to another may be determined with sufficient accuracy to place each year into its proper place in the cycle. The relation of any particular business to this fixed position of all business must then be determined, in order that we may know where we stand now in relation to all business activity.

But before presenting the formula, we suggest that you start here to work out your 1927 budget of sales or output. Assuming that your inventory of finished merchandise is to be the same at the close of 1927 as it was at the close of 1926, your output and your sales will be identical.

The Mathematics of Budgeting

First provide yourself with figures representing business done for each year from 1919 to 1926, inclusive. If you are in the pig iron manufacturing business, these figures should be in both tons of output and dollar value of output. In case you are manufacturing Portland cement, these figures should be in barrels of output and in dollar value of output or shipments or sales. In the automobile-manufacturing business, the figures should be in number of units of

* Reprinted from the *Business Bulletin* of the La Salle Extension University, Chicago.

output and in total dollar value of output or shipments or sales. In the case of a retail shoe store, the figures should represent sales, stated in dollars. A street railroad company should set up figures representing the number of passengers carried, where the fare is uniform. A steam railroad should have figures representing: (1) freight ton-miles, (2) freight car loadings, and (3) gross earnings. A traveling salesman should use his total sales for each year stated in dollars, as should a manufacturer's agent. If the business under consideration, and for which a budget is being prepared, is that of making automobile tires, figures should be prepared representing the number of casings sold each year, the number of tubes sold each year, and the total sales of the company for each year stated in dollars. The formulas should then be applied to each of these sets of figures separately, in order to determine the number of tubes which should be sold in 1927, the number of casings which should be sold, and the total year's sales in dollars.

In order to make an effective application of the formulas to the business of manufacturing or selling automobile tires and tubes, proper consideration must be given to the automobile-manufacturing industry over a corresponding period of years—1919 to 1926, inclusive. First, set up the number of automobiles registered or licensed to operate each year in the United States. Then set up the number of automobiles manufactured or sold each year.

When we apply the formulas to the number of cars licensed, we will have determined how many cars will be licensed, or be in operation, in 1927. This gives us the number of cars to which replacements of tires will apply. When we have applied the formulas to the number of automobiles manufactured each year, we will have determined about what number, in the natural course of events, should be manufactured during 1927. This gives us the second figure in our equation, which indicates the number of new tires which will be used to equip new cars.

It would be advisable, in the foregoing calculation, to treat passenger cars separately; and, in applying the formulas to tire manufacture, apply it to casings only in one set-up, and in another set-up, apply it to tubes only. If we are also making solid tires for trucks and busses, we should set up a table showing the number of trucks and busses made and another showing the number of solid tires made each year.

After applying the formulas, we find we have a figure representing our normal output of solid tires for 1927.

Having dealt with the industry in its several units, let us now prepare a set of figures representing the total sales of our company, in dollars, from 1919 to 1926, inclusive, by years.

The Application of the Budgeting Formulas

The formulas which have been set up, and which follow, were determined by measuring the movements and trends of all business operations for the post-war years. The trend line of all business combined was determined by comparing, over a period of eight years, the variations in the following major business movements:

1. Production and shipments of grains.
2. Production and shipments of fruits and vegetables.
3. Production and shipments of meat animals.
4. Production and shipments of mineral products.
5. Production and shipments of forest products.
6. Total of water freight traffic.
7. Total of rail freight traffic.
8. Total of manufacturing output.
9. Total of building construction.
10. Total exports and imports of merchandise.

These groups include all important items of production and consumption with the single exception of dairy products. Definite figures on the output of dairy products are difficult to obtain and the findings of the several authorities disagree materially. But the omission of this group does not distort the situation, as the production and consumption of dairy products is quite constant, and the major part of these products bear so close a relation to the first and third groups above mentioned that such variations as would occur in the output of dairy products are quite fully reflected in the consumption of grains and vegetables, and in the marketing of meat animals.

THE FORMULAS

Business-Volume Formulas for 1927

1. 1925 plus 1926 divided by 2 equals. .1927
2. 1919 plus 1923 plus 1925 plus 1926 divided by 4 plus 6% equals 1927
3. 1920 to 1926 inclusive divided by 7 plus 10% equals 1927
4. 1919 to 1926 inclusive divided by 8 plus 9% equals 1927

The difference between the 6 per cent. in the second formula, the 10 per cent. in the third formula, and the 9 per cent. in the fourth formula represents the variations in the total volume of business occurring during the period of years covered in the several formulas.

Having applied the formula to one of the sets of figures representing your activities, in units or in tons or in dollars, for the period 1919 to 1926, inclusive, you now find yourself with four results for the four separate formulas just given. You will now add the four results and divide the answer by four. This operation presents to you a figure which represents your *normal* for 1927.

In case you have applied it to your sales in dollars, you now know how many dollars' worth of business you should do in 1927, granted that the average of the prices you receive does not change during the year. If the average price of all commodities should advance 5 per cent., it will be necessary for you to add 5 per cent. to your total, whether prices on your product advanced or not.

The Advantage of Being Sure

With this budget figure for your normal sales expectancy, you should be able definitely to plan your activities for 1927, in whatever line of business you may be engaged. The man selling goods on the road will know what his sales should be and will derive no little satisfaction from the knowledge that he is exceeding his budget or his quota. On the other hand, finding his sales falling below the quota, he will have an opportunity to attempt to discover the reason for the falling off, with some prospect of halting the decline and increasing his business.

The manufacturer, planning his year's output in this manner, will have a material advantage over his competitor, who sets up his budget by guess and finds all of his salesmen wholly out of balance with their assigned quotas.

Making a budget is, too often, a matter of imagination. It has become the custom to add 5 or 10 per cent. to the last year's business and budget the next year's operations on that total. In such cases, the output is almost sure to go far beyond, or fall far short of, the amount set up in the budget.

This may mean several things, each of them disastrous in its own way. It may mean a volume of output which cannot be sold. That is what it meant to many manufacturers in 1921. It may mean an inability to keep up with orders. That is what it meant to a number of manufacturers early in 1926. It may mean too heavy inventories of raw materials, which was the situation early in 1920. It is likely to mean unhappy salesmen and dealers, if the budget has placed the quotas too high; and, should the quotas be placed too low, employes are placed in a position to make unreasonable demands, which must be granted to protect the business.

The Future of Each Business is Related to the Future of All Businesses

Scientific budgeting is now possible, and the man who estimates his future operations wholly on the experience of his own business, is taking unnecessary chances.

The future of each business is closely related to the future of all businesses. The fact that an individual business made a tremendous gain last year, or has made a tremendous gain each year for three years, does not necessarily mean that a similar gain will be enjoyed in 1927. Nor does the fact that a certain business fell off in 1926 indicate that it will continue to fall off in 1927.

Nothing short of a scientifically built budget is safe, and nothing short of it should satisfy the demands of modern business men. In the future development of American business, those businesses which are scientifically operated, in accordance with natural economic laws, will be the ones that grow and survive. And the very heart of scientific control lies in scientific budgeting of sales volume and operating activities. As this movement toward scientific control of business becomes widespread, American business progress and growth becomes more stable.

Spanish Stave Imports for First Nine Months of 1926

According to a report issued by the Spanish Department of Customs for the first nine months of 1926, the importation of staves, excepting those made of pine, with countries of origin, were as follows:

Country of Origin	Amount (Metric tons)	Value (pesetas)*
Germany	56.7	23,814
Belgium	.1	42
Czechoslovakia	.1	42
United States	12,615.6	5,298,552
France	635.0	266,700
Great Britain	.3	126
Italy	8,709.0	3,657,780
Total, 9 mos. 1926	22,016.8	9,247,056
Total, 9 mos. 1925	28,633.2	6,585,636

The following figures cover importations of casks, packing cases of ordinary materials and ordinary pine staves:

Country of Origin	Amount (Metric tons)	Value (pesetas)*
Canary Islands	1.6	384
Ceuta	.4	96
Germany	152.4	36,576
Algeria	.9	216
Belgium	59.2	14,208
Cuba	.1	24
China	2.1	504
Egypt	.8	192
United States	13.6	3,264
France	484.3	116,232
Great Britain	31.2	7,488
Holland	31.2	7,488
Italy	3.4	816
Japan	.1	24
Mexico	2.0	480
Norway	6.2	1,488
Portugal	1,609.1	386,184
Sweden	12.6	3,024
Switzerland	.4	96
1926, nine mos., total	2,411.6	578,784
1925, nine mos., total	3,335.6	800,544

The following table, secured from a reliable authority on the subject, shows the values of total importations of staves for November of 1926:

	Value (pesetas)*
January	1,650
February	8,300
March	.....
April	51,000
May	.....
June	.....
July	7,100
August	.....
September	.....
October	.....
November	.....
Total	68,000

* Peseta=$0.149 average for 1926.

Timber and Development Co., Box 717, Portland, Oregon, recently incorporated under the State laws of Oregon, with a capital of $25,000, by A. E. Mathews and M. A. Barnes, will handle all kinds of timber for lumber and paper manufacturing.

Program of the 12th Annual Cooperage Convention in St. Louis, May 9-11th

To the Trade:

The Registration Desk opens on Monday morning, May 9th. Immediately on arrival, register and secure your badge and dinner card.

The proceedings of the Convention are scheduled as follows:

MONDAY, MAY 9, 1927.
MEETINGS

9:00 A. M.—Committee on Grade Rules and Specifications, Tight Cooperage Group.

9:30 A. M.—Committee on Grade Rules and Specifications, Slack Cooperage Group.

10:00 A. M.—Tight Coopers' Group Session.
Discussion on Statistics.

2:30 P. M.—Executive Committee Meeting.

TUESDAY, MAY 10, 1927.

10:00 A. M.—Meeting Entire Slack Cooperage Branch—All Groups. Vice-President J. S. Fields, Presiding.
Report of Committee Grade Rules and Specifications,
Statistics,
Trade Promotion,
Election of Officers.

10:30 A. M.—Meeting Tight Stave and Heading Group, Vice-President M. L. Sigman, Presiding.
Statistics,
Election of Officers.

1:30 P. M.—Joint Meeting Tight and Slack Coopers' Groups, Vice-President John R. Winterbotham, Presiding.
Election of Officers.

2:00 P. M.—Meeting Entire Tight Cooperage Branch—All Groups, Vice-President M. L. Sigman, Presiding.
Committee Report Grade Rules and Specifications,
Statistics,
Trade Promotion.

2:30 P. M.—Meeting Slack Coopers' Group, Chairman T. A. Walsh, Presiding.

3:00 P. M.—Meeting Coiled Elm Hoop Group, Chairman, W. S. Peel, Presiding.

ENTERTAINMENT

6:30 P. M.—Association Twelfth Annual Dinner at the Jefferson Hotel.

No efforts have been spared by our St. Louis members to provide a most enjoyable entertainment and a real good time is assured.

Special program for Ladies in attendance will be announced at the Jefferson Hotel, May 10th.

WEDNESDAY, MAY 11, 1927.

10:30 A. M.—General Session, President Edgar J. Kahn, presiding.
Reports of Officers and Traffic Manager (in pamphlet form).
Address (by prominent speaker).
Open Discussion.

Executive Committee Meeting Immediately Following General Session.

C. G. HIRT, Secretary-Manager.

Pine Forest Conservation Urged to Aid Naval Stores Industry

Scientific measures of conservation and reforestation in the pine-growing areas of this country must be adopted if the American naval stores industry is to maintain its present position, according to a trade bulletin issued by the Department of Commerce. That the industry is fully alive to the fact that it is facing a problem, the solution of which may mean its continued existence, is indicated by the formation of the Pine Institute of America, composed of lumber and naval stores producers, distributors, and consumers. France, the report points out, affords a splendid example of the successful working out of the principles of reforestation in connection with its pine lands.

Georgia and Florida, the report shows, now produce about three-fourths of the naval stores in the United States. The Carolinas, which a half century ago accounted for about 90 per cent. of the total production, now furnish a meager 2 per cent. As long as the forest reserves were apparently inexhaustible there was little thought of reforestation, with the result that there are vast areas of cutover lands in the South that are non-productive. Under favorable market conditions, it is stated, it would be possible to obtain a considerable quantity of both rosin and turpentine from the stumps and dead wood on these waste lands.

The United States supplies about 60 per cent. of the world's naval stores production, with France ranking second with 20 per cent. During the five crop years, 1922 to 1926, the report shows United States production of rosin averaged about 1,850,000 barrels of rosin, and 27,000,000 gallons of turpentine. In 1925 France produced 450,000 barrels of rosin and 10,500,000 gallons of turpentine. Production in neither the United States nor France is likely to be materially increased, it is stated.

In 1926 the United States exported turpentine and rosin to a value of $35,000,000, as compared with $30,000,000 in 1925. About 60 per cent. of the rosin exports and more than 75 per cent. of the turpentine are destined to European markets, chiefly the United Kingdom and Germany. In 1925 the former country took 250,000 barrels of American rosin and 6,787,000 gallons of turpentine, while shipments to Germany amounted to 250,000 barrels of rosin and 863,000 gallons of turpentine.

France is particularly favored in its foreign trade in naval stores because of its close proximity to European countries. High prices in the United States are reflected in French exports. In 1924, when American rosin exports were very high, French exports amounted to only 200,000 barrels. This figure was increased by 50 per cent. in 1925, while the total for the first ten months of 1926 was about 230,000 barrels. French exports of turpentine increased from 2,750,000 gallons in 1924 to 3,650,000 gallons for the first ten months of 1926.

Flour Barrel Outlook More Favorable in Buffalo

Spring Months Expected to Bring Increased Demand—Prices of Slack Stock Firm—Tight Barrel Trade Continues Active

Slack cooperage manufacturers are getting orders for a fair number of flour barrels and are hopeful that business will improve along with other lines of industry as soon as spring begins to give an impetus to general business. The flour milling industry is not able to afford the coopers much prosperity at this time. Leading mills have been reporting a day or so shut down in recent weeks. For this condition declining wheat prices may be largely responsible, as the low prices are causing a good deal of holding off on the buying end.

Cooperage Prices Show Much Steadiness

One favorable feature of the cooperage situation is that prices have shown much steadiness during the past month. The coopers say that practically no change has been recorded in that time. Wet weather has been retarding production and offsetting any tendency to weakness that might otherwise have developed. Quotations as of March 21st are as follows:

5′ 6″ hoops	$17.25 to $17.50
6′ hoops	18.25 to 18.50
6′ 9″ hoops	19.75 to 20.00
No. 1, 28½″ gum mixed staves	17.00 to 17.50
No. 1, 30″ gum mixed staves	17.75 to 18.00
Mill-run, 28½″ cottonwood	13.25 to 13.50
Mill-run, 28½″ gum mixed	12.25 to 12.50
No. 1, 17⅛″ basswood heading	14½c to 15c
Mill-run, 17⅛″ h'd'w'd heading	10¾c to 11¼c
Mill-run, 17⅛″ pine heading	9¼c to 9½c

Changeable Weather Has Not Affected Fruit Trees

The weather has been quite changeable of late, a cold spell following a warm one that lasted during the first two weeks of March, but the variations in temperature are not believed to have occasioned much, if any, damage to the fruit trees. In some localities the temperature dropped about fifteen degrees in as many minutes a few days ago and on the 19th was down to 28 degrees. A Lockport correspondent says that inquiry among leading fruit growers brought the information that fruit buds would not apparently suffer any injury from the cold or snow. Apples were still dormant, the milder weather of the previous week, ending in a day of rain, not affecting them to any extent. Pears had begun to bud, but had not suffered any damage.

Increased Inquiries for Tight Cooperage

The tight barrel trade is showing improvement and more inquiries for carload lots are beginning to reach the trade. Some of the large industries are evidently beginning to look after their spring requirements. Prices remain firm, with white oak 50-gallon barrels bringing around $3 in carlots.

Witter Apple Grading Law Passes Senate

The Witter apple grading law has passed the State Senate, with amendment, desired by western New York growers. The Assembly is expected to concur at once and the bill will become law, as an amendment to the existing law. It has the endorsement of the New York State Horticultural Society and the Federation of Farm Organizations. The bill makes it possible to market apples under several grades, thus enabling the consumer to buy fruit of more uniform quality and the grower to get a better price. Section 157 of the new article defines closed packages as "barrels, boxes, or other containers, the contents of which cannot be adequately inspected without opening them." The commissioner is given the right to fix and promulgate or change grades. Packages must be branded and in case the branding is changed the person making the change must cancel the packer's name and address and substitute his own.

Buffalo Briefs

W. K. Jackson, president of Jackson & Tindle, is spending several weeks on a vacation in Florida.

The Allied Barrel Sales Co. reports some increase in the demand for tight barrels in various lines. The demand for oil and paint barrels is now looking up.

The Quaker City Cooperage Co. states that the flour barrel demand is somewhat below the shop capacity, but is up to the volume of a month ago.

Butter Tub Company Has New Vice-President

Leo Schoenhofen, who for the last ten years has been secretary and sales manager of the Bissell Lumber Co., Marshfield, Wis., has severed his connections with that company and has become associated with the Wisconsin Butter Tub Co., Marshfield, Wis., in the capacity of vice-president and manager. Accompanied by Paul and John Blum, founders of the company, he will go to Marysville, Wash., to inspect the plant of the Pacific Woodenware Co., a subsidiary of the Wisconsin tub concern. This plant was put in operation last September for the purpose of making Sitka spruce staves and heading for use at the large Marshfield tub factory.

New Barrel Factory Reported

It is reported that a barrel factory will shortly be opened in Islington, Ont., at the old vinegar works on Kipling Street.

Menasha Woodenware Company Acquires Another Plant

The Menasha Woodenware Co., Menasha, Wis., manufacturers of butter tubs and slack cooperage, has succeeded the Keene Woodenware Co., Keene, N. H.

The Menasha Company acquired the Keene plant for the purpose of supplying its eastern trade. It is the intention of the new owners to enlarge the plant at once. The plant will continue to operate under the name of the Keene Woodenware Co. and will be under the management of Walter M. Barnard.

In addition to the plants in Menasha, Wis., and Keene, N. H., the Menasha Woodenware Co. also operate a large plant at Tacoma, Wash.

The officers of the company are: Mowry Smith, Menasha, Wis., president; Walter M. Barnard, Keene, N. H., vice-president and assistant treasurer; Wm. H. Nelson, Menasha, treasurer.

$1,000,000 Fishery Merger

Application has been made in Seattle, Washington, for incorporation of the Wakefield Fisheries, a $999,000 project to be conducted by Lee H. Wakefield and J. H. Wakefield. The new organization will take over the Franklin Packing Company and the Baranof Packing Company of Alaska, and will carry on the business of packing, shipping and handling salmon, herring and other Puget Sound fish.

Paint Company Places New Plant in Operation

The American Paint Corporation, the newly established paint manufacturing concern of Duluth, has a part of its plant ready for operation and has started turning out some of its products and expects to have the entire plant in operation with both day and night shifts inside of a week.

Disinfectant Makers Will Meet at Chicago, May 16th to 18th

The mid-summer meeting of the Insecticide and Disinfectant Manufacturers Association will be held May 16th to 18th at the Edgewater Beach Hotel, Chicago, according to a decision of the board of governors at its recent quarterly meeting in New York.

Stave Company Buying Stave Bolts

The Mount Olive Stave Company, Batesville, Ark., is purchasing considerable quantities of stave bolts in the territory between Salem and Batesville. Farmers are making deliveries on the pike, the buyers taking them up and paying for them there.

The Lake City Stave Co., Olustee, Fla., has taken out a charter.

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FOR SALE—Cylinder Saw Outfit. Address R. A. BREEDEN, Stanardsville, Virginia.

FOR SALE—Cheap. Holmes power stave jointer, 32-inch knife. Address J. A. EPPARD, Farmville, Va.

FOR SALE—Complete planing mill equipment consisting of 8 x 20 planer, matcher and moulder, 30″ circular re-saw, 6″ outside moulder, one 30 and one 5 H. P. GE motors, exhaust fan and pipe, Hyatt roller bearing line shafts, etc. Will sell pieces separately or as unit. Address MITCHELL MANUFACTURING COMPANY, INC., Burnside, Kentucky.

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WANTED—Good used Oram Hoop Driver. Address LOUIS COTE, Reg'd, 83 Sault-au-Matelot Street, Quebec, Que. Canada.

WANTED—An endless bed inside stave planer. Advise make, condition and price. Address "Planer," care of "The National Coopers' Journal," Philadelphia, Pa.

WANTED—One second-hand sanding machine in good condition, for forty and fifty gallon barrels. Write full particulars and quote. Address "Sanding," care of "The National Coopers' Journal," Philadelphia, Pa.

SECOND-HAND BARRELS WANTED

O'HARA BROS. CO., INC., 22 Boston Fish Pier, Boston, Mass., want fifty thousand second-hand herring barrels for mackerel. They must be in first class condition, and subject to inspection.

WANTED—2500 once-used mackerel or herring barrels. Have to be tight to hold water. Quote prices F. O. B. Boston. Address MICHAEL F. DRISCOLL, 17 Hopedale St., Allston, Mass.

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Cleveland Stave Co., DeValls Bluff, Miss. 25
Coleman Co., Wm. H., Jackson, Tenn. 4
Colwell Cooperage Co., New York, N. Y. 4
Eckhardt & Lennon, Monroe, La. 25
Graham Stave & Heading Co., Jackson, Miss. 16
Harlan-Morris Mfg. Co., Jackson, Tenn. 24
Hennen Cooperage Co., The, Lake Providence, La. 25
Henning, Inc., E., Chicago, Ill. 4
Krafft Cooperage Co., St. Louis, Mo. 24
Ozark Stave Co., Chicago, Ill. 25
Pennoyer Co., J. C., Chicago, Ill. 5
Sheahan Co., B. C., Chicago, Ill. 25
Sigman, M. L., Monticello, Ark. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 23
Wilson Stave Co., W. W., North Little Rock, Ark. 25

TIGHT STAVE MANUFACTURERS

Adams, G. F., Ruston, La. 4
Eckhardt & Lennon, Monroe, La. 25
Henning, Inc., E., Chicago, Ill. 4
Sigman, M. L., Monticello, Ark. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 23
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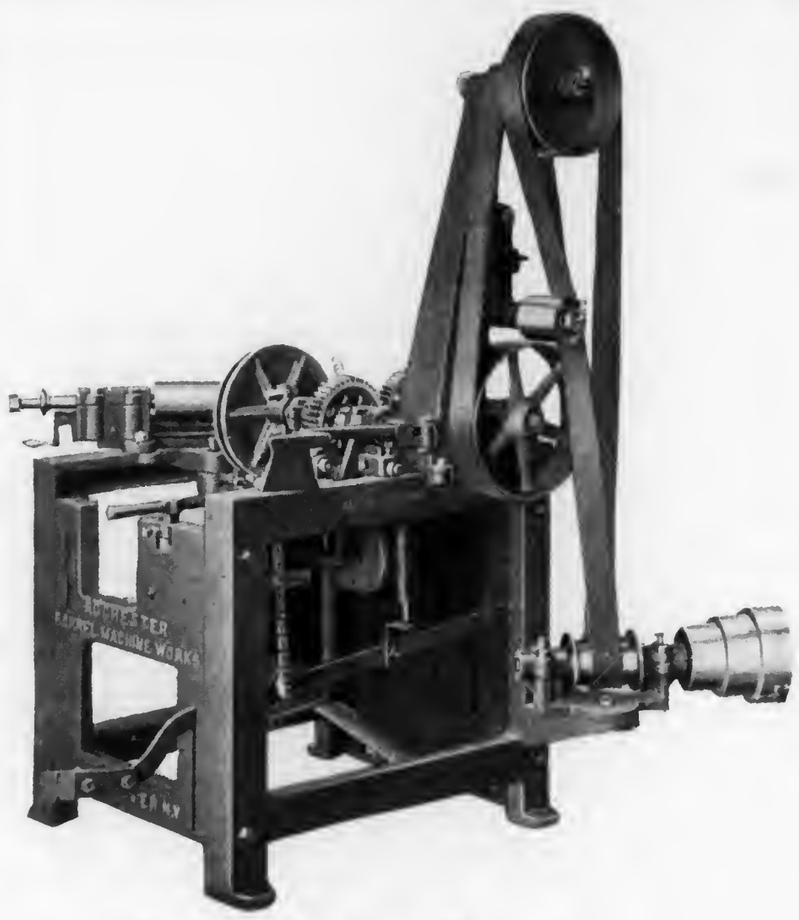

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